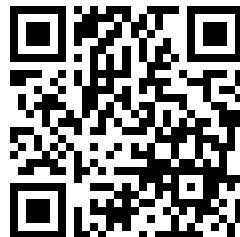
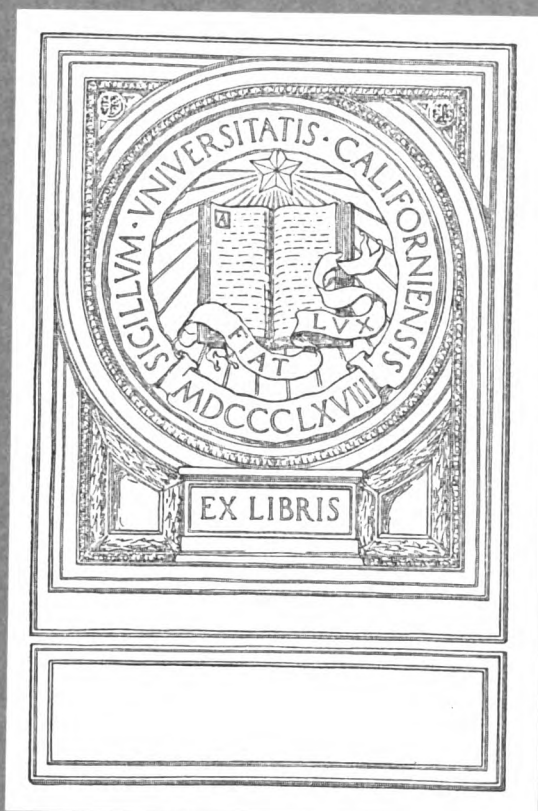

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Hardware

• PLUMBING AND HEATING •

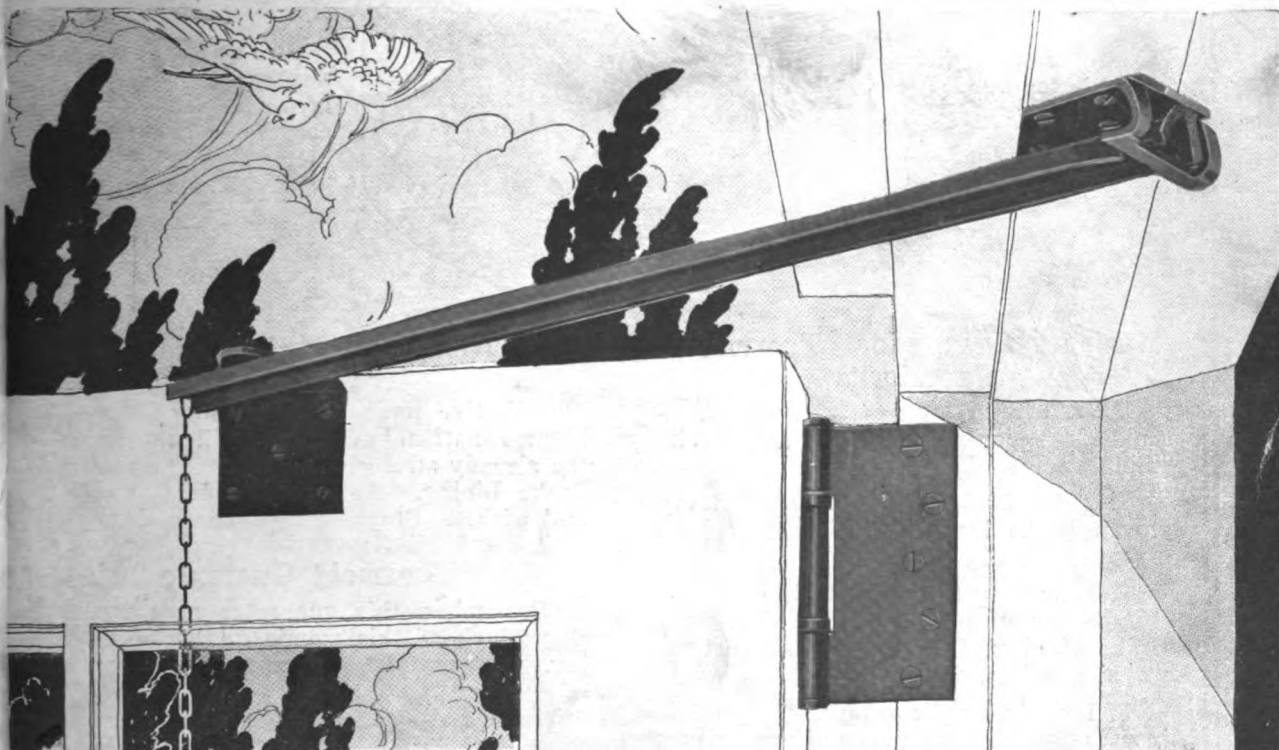
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MAR 15 1917

World

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CALIFORNIA

MARCH 1917



THE Stanley Garage Door Holder No. 1774 holds garage doors in place when they are swung open, making it impossible for the wind to slam them against the incoming or outgoing car.

Your customers who build garages this spring will be interested in Stanley Garage Hardware. The Stanley Works will supply you with everything you need for displaying and demonstrating this profitable line. Write today

for the Stanley Garage Hardware Catalog J-3 and the booklet, "Selling More Stanley Garage Hardware," which illustrates and describes the selling helps that will be furnished you.

THE STANLEY WORKS, New Britain, Conn., U. S. A.

One Motor Car to every 25 persons *And every car needs good brake lining*

Do you realize that in 1917 there will be one car to every 25 persons in the United States?

There will be 2,000,000 brand new cars—and 1,600,000 one year old cars.

Think of the tremendous demand for brake lining! Because of the millions of replacements necessary, this will be the biggest year in **your** brake lining business.

Prepare **now** for that demand.

Sell the **best** brake lining made—Thermoid.



These make strong selling arguments for you. They are backed up by facts and scientific tests.

Three reasons for Thermoid's Superiority

There are three big reasons why Thermoid is superior to any other brake lining.

1. It has 50% more material than any woven brake lining. (This means long service.)

2. It is **Grapnalized**. (This exclusive manufacturing process makes Thermoid Brake Lining impervious to weather, water, gasoline, oil and dust.)

3. It is hydraulic compressed. (This insures durability and uniform wear. The coefficient of friction for Thermoid is just right.)

National Advertising for Thermoid

Effective national advertising in the biggest national weeklies will increase the already strong demand for Thermoid Brake Lining. Anticipate your customers' wishes. Stock **enough** Thermoid.

The Thermoid Guarantee

Remember, this guarantee goes with every inch of this wonderful brake lining.

"Thermoid will make good—or we will"

Order Thermoid Brake Lining **now**. There's money in it for you.

Thermoid Rubber Company

TRENTON, NEW JERSEY

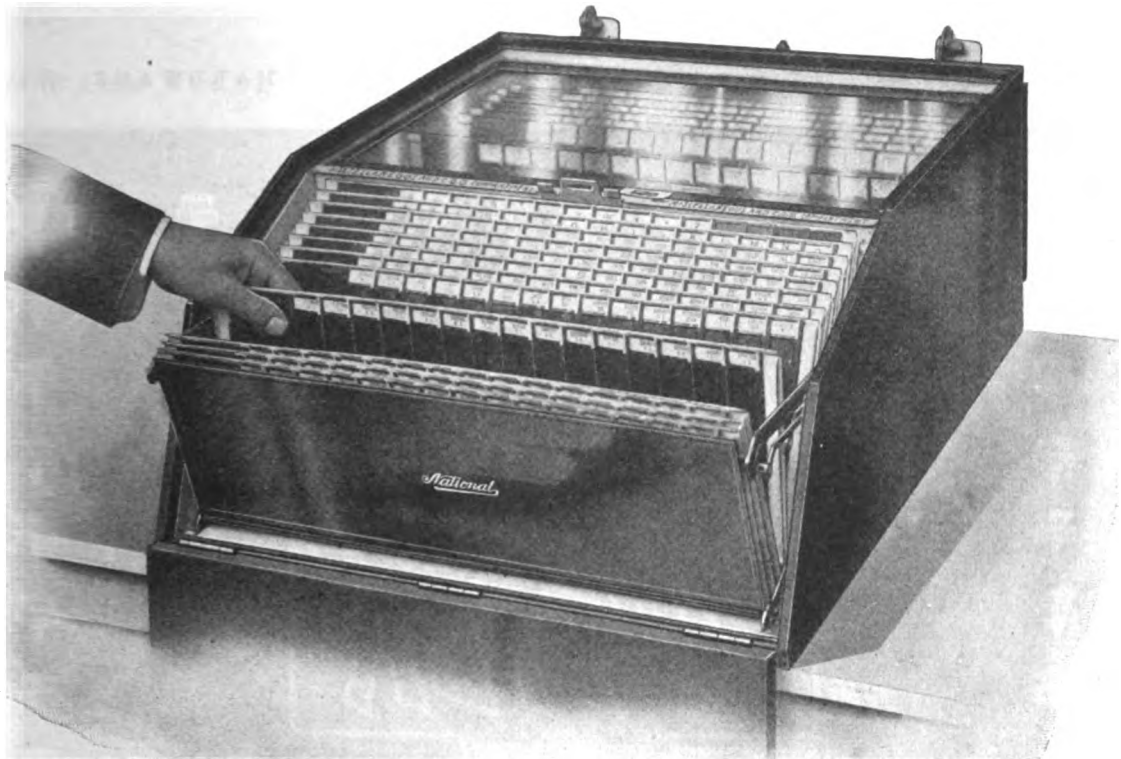
New York Detroit
Los Angeles

Pittsburg
Chicago

Philadelphia
Boston

San Francisco
London Berlin

Indianapolis
Paris



A New N. C. R. Invention

*As important to you as your
telephone or cash register*

It's a new credit file that *safeguards* your credit business—in a better, easier, safer, quicker way than you thought possible.

It is so simple that anyone can operate it.

It is so speedy that all entries are made in the presence of the customer, who leaves with a statement of the purchase—plus a record of the balance carried forward.

It is so convenient that you can set it on any size counter, table or desk. The exact balance due from any customer is instantly available, and the file can be operated with one hand while the other holds the telephone receiver.

It is so complete that a true record of the whole credit business is always available in short order.

And this knowledge alone is worth more than the cost of the file.

It is so safe that records once filed in its locked compartment cannot be lost or destroyed. Records can be seen, but not tampered with.

A few weeks' use will pay for it.

There's nothing else like it, and it can be seen at the N C R office near you, or a letter to us will bring you complete information.

See this new file or find out how it will stop your losses, please your customers, and relieve you of work and worry. Use the coupon.

The
National
Cash
Register Co.
Dayton, Ohio

Please send full information about your new Credit File.

We have about.....
Charge and C.O.D. accounts

Name

Firm

Address

The National Cash Register Company
Dayton, Ohio

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Hardware World



FULLY
GUARANTEED

STANDARD
OF
AMERICA

Under the **KEEN KUTTER** mark we manufacture Tools for Carpenters, Machinists, Farmers, Gardeners—every one the best in its line.

Have you, Mr. Dealer—

Investigated this line to satisfy yourself that it is the best all around line for you to have?

If not, isn't it a duty you owe yourself to write to

SIMMONS HARDWARE COMPANY
ST. LOUIS, MO.

Starrett Tools



Even skilled mechanics cannot work accurately without fine tools—no man can guess in thousandths of an inch. So experienced, careful machinists and toolmakers extend their own ability to the utmost by using Starrett Tools. There are 2100 styles and sizes covering every practical need in mechanical measuring. The dealers who cash in biggest on our advertising are those who run frequent displays. Send for free catalog No. 21 BF, describing the full line.

The L. S. Starrett Co., Athol, Mass.

The World's Greatest Toolmakers

42-550



We will appreciate your mentioning the "HARDWARE WORLD" in writing to advertisers.

PHOENIX

Horse and Mule Shoes *and* Bull Dog Toe Calks

BEST IN THE WORLD

PHOENIX SHOES ARE KEPT IN STOCK
BY THE FOLLOWING HOUSES

PACIFIC HARDWARE & STEEL COMPANY
San Francisco, California.

WATERHOUSE & LESTER COMPANY
San Francisco, California, Etc.

PERCIVAL IRON COMPANY
Los Angeles, California.

NORTHWESTERN HDW. & STEEL CO.
Portland, Oregon.

WEST COAST WAGON CO., Tacoma, Wash.
GRAY BROTHERS, Seattle, Wash.

HOLLEY-MASON HARDWARE COMPANY
Spokane, Washington.

SCOVEL IRON STORE COMPANY
San Francisco, California.

TAYLOR-SPOTSWOOD HARDWARE CO.
San Francisco, California.

SPOTSWOOD-HELPER COMPANY
San Francisco, California.

SWEET-TELLER HARDWARE COMPANY
Boise, Idaho.

SALT LAKE HARDWARE COMPANY
Salt Lake City, Utah.

GEO. A. LOWE CO., Ogden, Utah.

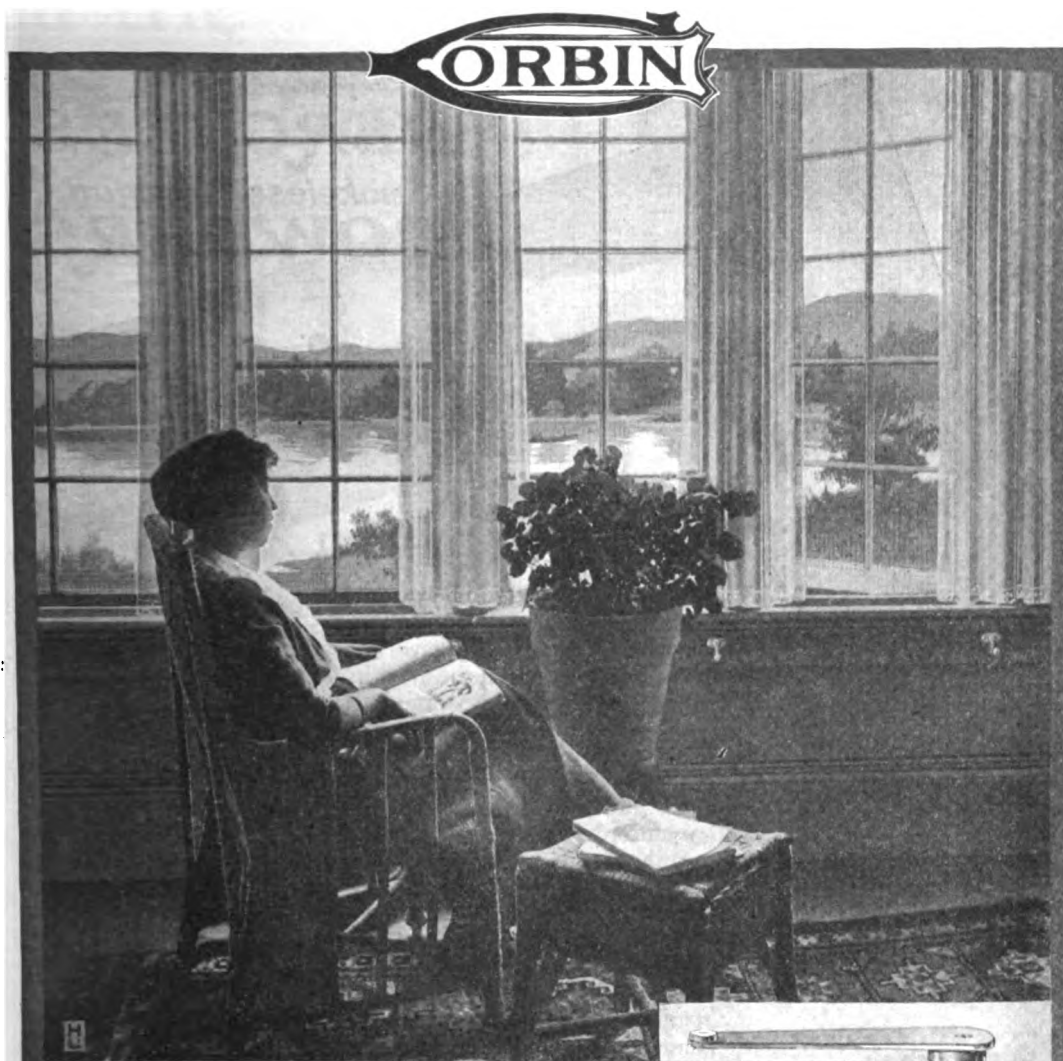
MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

CHICAGO, ILL.

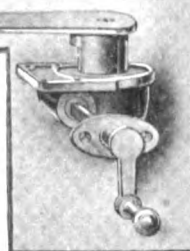
ROLLING MILLS AND FACTORIES — JOLIET, ILL., POUGHKEEPSIE, NEW YORK



A New Casement Operator

The bronze metal handle is all that is seen. Turning it opens or closes the casement window with ease and holds it firmly locked at any point. There is no interference with curtains or shades, or with window screens placed on the inside.

This device makes casements easy to govern and eliminates many objections to this very desirable form of window. Any dealer in Corbin hardware can tell you all about it. Or we will send you descriptive matter upon request. Let us hear from you.



P. & F. CORBIN

The American Hardware Corporation Successor
NEW BRITAIN, CONNECTICUT

Chicago

New York

Philadelphia

We will appreciate your mentioning the "HARDWARE WORLD" in writing to advertisers.

HERCULES

Smokeless Shotgun

POWDERS



At this end of the shell
is the name of the powder.
Ask for and look for

INFALLIBLE
or "E. C."

A Story of Importance to You

YOU can't know too much about the shells you carry in stock. The information you should have is easy to obtain for it is told on the shell itself. The two ends give the story—a story that is important to you because *it is important to your customers.*

On the base you will of course find the name of the maker and loader from whom you order the shell. At the other end, on the top wad, are printed the size and quantity of shot, the quantity of powder and, last but not least—the *name of the powder.*

Hercules Smokeless Shotgun Powders, Infallible and "E. C.", may be obtained in any standard make of shell. Undoubtedly the names of the shells you carry in stock are given in the column to the right.

The next time you order shotgun shells it will pay you to specify that they be loaded with Infallible or "E. C." Powder. The cost of the shells will be the same and you will make sure that you are selling your customers as good powders as can be made, in their favorite brand of shells.

If you are not familiar with the advertising service which we give to retail hardware and sporting goods houses it will pay you to drop us a postal asking about it.

On this end is the name
of the maker. Hercules
Smokeless Shotgun
Powders may be obtained
in shells made by
the following:

PETERS
REMINGTON
SELBY
U. S.
WESTERN
WINCHESTER

HERCULES POWDER CO.

9 West 10th Street

Wilmington



Delaware

We will appreciate your mentioning the "HARDWARE WORLD" in writing to advertisers.

Sell the stumping powders that do better work

Farmers say:

Used Tons

"I used about eleven tons of your Giant Stumping and Eureka Stumping Powder last year. The stumps removed were from eighteen inches to five feet in diameter and we had the very best of satisfaction with both grades of stumping powder we purchased from you."

H. F. SAMUELS,
Spokane, Wash.

Requires No Thawing

"I can strongly recommend your Giant Eureka Stumping Powder, as I have had better results from it than from any other powder I have used. It has no sickening fumes and requires no thawing."

A. E. ADKINS,
Woodbury, Ore.

Wide Breaking Powder

"Eureka Stumping Powder has a wide breaking power and less fumes and gases to contend with after being exploded than any other powder."

G. L. METZGER,
Hillsdale, Ore.

Wants to Get Rid of Other Brand

"I bought five boxes of Eureka Stumping Powder and now I want to sell a lot of other powder that I have. The other powder makes me terribly sick when I try to use it, while Eureka does not give me the least sign of sickness or headache."

RUDOLPH STADELI,
Russellville, Ore.

Best He Has Used

"Eureka shoots the roots and spreads wide in the ground instead of going down. It is the best powder we have used."

G. S. MCCARTNEY,
Russellville, Ore.

Used All; Prefers Eureka

"I have used practically every powder on the market and I find there is more strength in Eureka than in any other."

J. L. EIDSON,
Silverton, Ore.

Thousands of farmers in every Pacific Coast State use Giant Farm Powders exclusively. Many of them have tried other makes but have found that the Giant brands give them better results at lower cost. Read the letters from some of these farmers and you will see why merchants who sell Giant Farm Powders are selling them in larger volume every season.

Your trade will prefer

GIANT FARM POWDERS
STUMPING — AGRICULTURAL

because they are made in the West especially to suit Western conditions. They are the only genuine "giant powders." They are made in two brands, Eureka Stumping, a money-saving, low-freezing explosive, and Giant Stumping, the pioneer western farm powder. They are the product of the oldest manufacturer of high explosives in the United States.

If you want more profit

from your business in explosives, we will help you to get it. We will supply you with valuable books on stump blasting, tree planting, subsoiling and ditch blasting, to give to your trade. We will send you the names of farmers who write us as a result of our extensive advertising in 18 farm papers and many large newspapers reaching 590,000 farmers each issue. We will furnish free fence signs, store signs, newspaper electrotypes, etc.

Our book, "Helping the Retailer Sell Giant Farm Powder," tells how we co-operate with the hardware trade. You will find it well worth sending for. Write to-day. The coupon will bring it quickly.

Mail this

coupon now

The Giant Powder Co., Con., San Francisco

227 First National Bank Bldg.

Send your book, "Helping the Retailer Sell Giant Powders."

Firm Name.....

Address

Buyer's Name



Sportsmen Call for Them



EIGHTY Thousand Sporting Goods Dealers are cashing in on the increasing demand for Remington UMC "Arrow" and "Nitro Club"—the Steel Lined "Speed Shells."

Public opinion is the deciding factor—and in every community there is at least one dealer who knows what sportsmen are demanding—and giving it to them.

The fact that sportsmen have given "Arrow" and "Nitro Club" the nickname "The Speed Shells" plainly corroborates the dealers' own selection.

These shells are **steel lined**. No loss in side expansion. All the force of the discharge kept back of the load.



The Standard for Fifty Years

When it comes to Black Powder Shells—every Remington UMC dealer knows the leading position of Remington UMC "New Clubs"—for fifty years "**The Old Reliable Yellow Shells.**"

Take the increasing demand into consideration when making up your list of requirements for the coming season.

**The Remington Arms Union Metallic
Cartridge Company**

*Largest Manufacturers of Firearms and
Ammunition in the World*

WOOLWORTH BUILDING - NEW YORK



NICHOLSON



COMPLETE SATISFACTION

COMES only from the selection of files that have stood the test of time.

NICHOLSON FILES have stood that test and today bear the highest reputation for quality and service among file users.

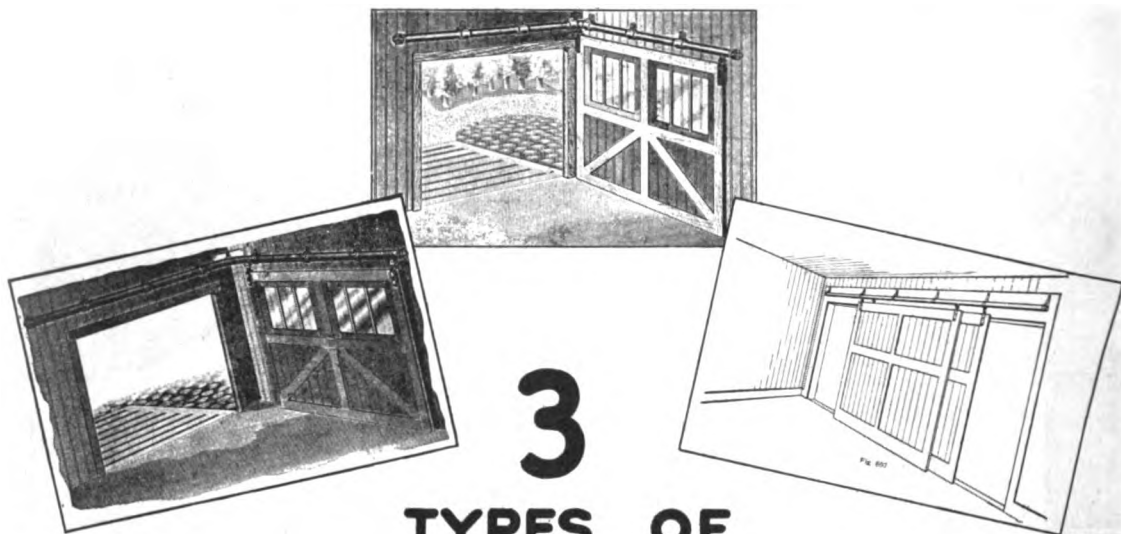
The experience of over 50 years with but the one idea of Quality in mind has resulted in a product without a peer.

Ask for genuine Nicholson Files—and insist upon having them.

Our catalog and copy of "File Philosophy" will interest you.

NICHOLSON FILE CO
PROVIDENCE R. I., U. S. A.





3

TYPES OF

Cannon Ball Garage Door Hanging

The hanging of Garage Doors presents problems peculiar to that particular type of building and requires special treatment.

The Three Cannon Ball Garage Door Hangings:

CURVE— RIGHT ANGLE— PARALLEL INSTALLATIONS—

These three successfully meet every conceivable door condition, giving ease of operation; maximum room for bringing in and taking out the car, as well as permanently satisfactory operation.

"CURVE"

Cannon Ball Garage Door Hanging

Permits the use of a rolling door where the opening is nearly as wide as the building itself. The door lays back against the wall when open—away from wind and accident and requiring only the corresponding space to its own thickness.

"RIGHT ANGLE"

Cannon Ball Garage Door Hanging

Suitable for use where the opening is placed to the extreme side of the garage. Brings the door back inside against the side wall—a perfect working arrangement for this type of garages, where the "Curve" installation cannot be successfully used.

"PARALLEL"

Cannon Ball Garage Door Hanging

Suitable for garages where the doors cover the entire front of the garage. Permits of their being hung either inside or outside of the building. Parallel lines of track are so arranged that the doors can pass by one another.

Write TODAY for Complete Details of Cannon Ball Garage Door Hangings—Free on Request 

HUNT, HELM, FERRIS & COMPANY, 78 Hunt St., Harvard, Ill.

PACIFIC COAST DISTRIBUTORS

Pacific Hardware & Steel Co., San Francisco, Cal.
Dunham, Carrigan & Hayden San Francisco
Honeyman Hardware Co. Portland, Ore.
Seattle Hardware Co. Seattle, Wash.
Schwabacher Hardware Co. Seattle, Wash.

Holley-Mason Hardware Co. Spokane, Wash.
Falling-McCalman Co. Portland, Ore.
Morse Hardware Co. Bellingham, Wash.
Jensen, King, Byrd Co. Spokane, Wash.

ONLY THE GENUINE

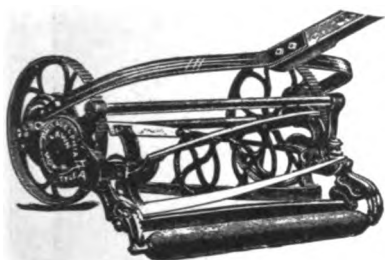
"PHILADELPHIA,"

Lawn Mowers

HAVE

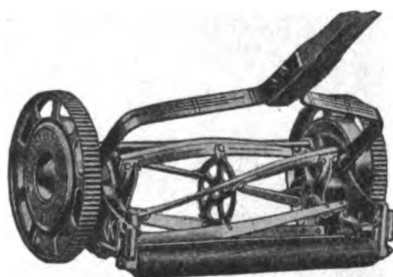
Vanadium Crucible Steel Blades

THE MASTER ALLOY AND TOUGHEST STEEL KNOWN. ORIGINATORS OF THE FIRST SIDE WHEEL LAWN MOWER IN 1869. NEARLY A HALF CENTURY OF DOING ONE THING WELL. BEARINGS BORED WITH RIFLE BARREL ACCURACY



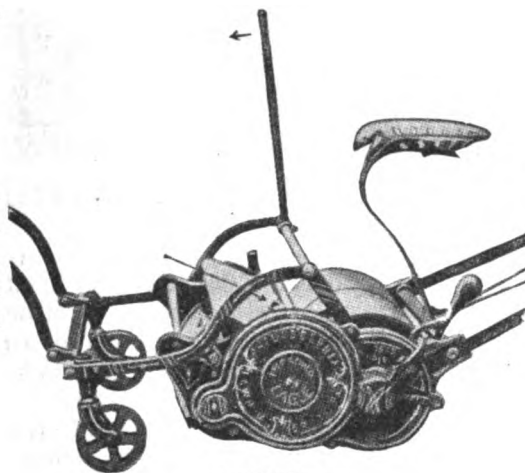
Style "A" All Steel Vanadium Crucible Steel Blades. Practically Indestructible.

We Guarantee every genuine Philadelphia Lawn Mower against all imperfections in materials and workmanship.



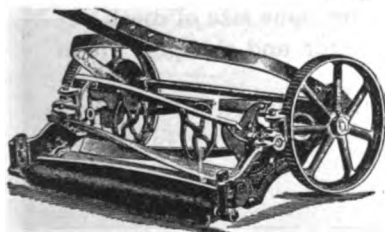
Style "K"—5 Blades—Plain or Roller Bearings.

22 styles Hand Mowers.
6 styles Horse Mowers.
3 styles Motor Mowers.
All standardized and extra parts always on hand.



"EAGLE"
FLEXIBLE FRAME

Genuine "Philadelphia" Lawn Mowers are known throughout the world for their many superior features and the satisfactory work they perform.

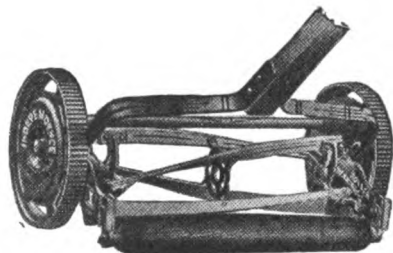


Style "E" Removable Box Caps

"Philadelphia" Roller Bearings are distinctively superior to Old Style Ball Bearings. They are used on styles

"K" Roller Bearings
"Independence"
"Overbrook"

Send for 1917 Catalog.



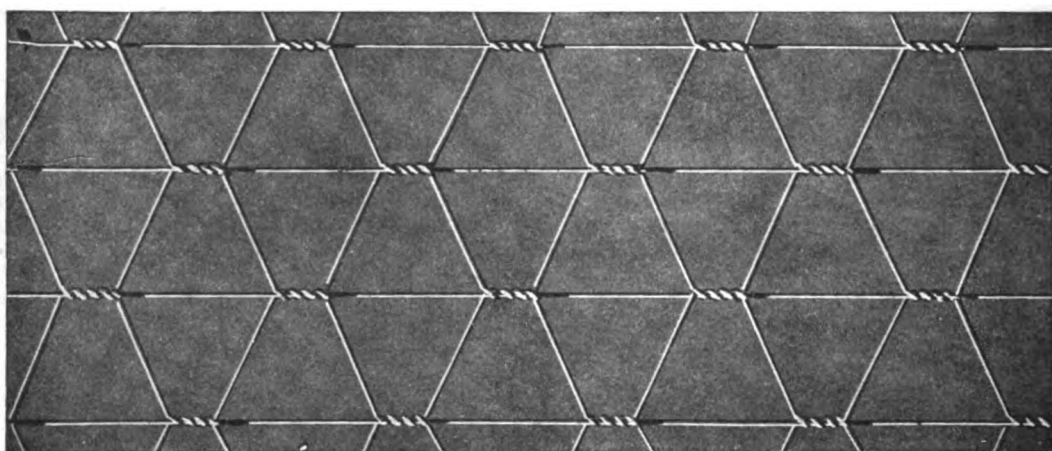
"Independence" Roller Bearings

The PHILADELPHIA LAWN MOWER CO.

31st and Chestnut Streets, Philadelphia. Pa., U. S. A.

HAVEN & HAVEN, 508 Mission St., San Francisco, California, San Francisco Selling Agents

Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

AMERICAN STEEL & WIRE COMPANY
United States Steel Products Company

SELLING AGENTS

San Francisco

Los Angeles

Portland

Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition.

CAST IRON SOIL PIPE

SHORT TALKS

COMING

—a series of
illustrated talks on
**Cast Iron Soil
Pipe—the Pipe
for all house
d r a i n a g e**

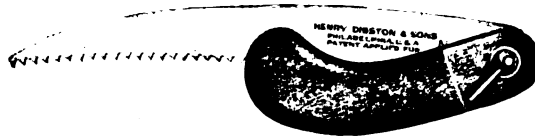
Alabama Flue & Foundry Co., Anniston, Ala.
American Enameling Mfg. Corp., New York, N. Y.
American Foundry & Pipe Co., Penns Sta., Pa.
Anniston Foundry Co., Anniston, Ala.
Bessemer Soil Pipe Co., Bessemer, Ala.
Campbell Mfg. Co., Gadsden, Ala.
Casey Hedges Co., The., Chattanooga, Tenn.
Central Foundry Co., New York, N. Y.
Charlotte Pipe & Foundry Co., Charlotte, N. C.
Coosa Pipe & Foundry Co., Birmingham, Ala.
Crown Pipe & Foundry Co., Jackson, Ohio
Gadsden Pipe Co., Gadsden, Ala.
Haines, Jones & Cadbury Co., Philadelphia, Pa.

Johnson Co., J. D., New York, N. Y.
Krupp Foundry Co., Lansdale, Pa.
Medina Foundry Co., Medina, N. Y.
National Foundry Co. of N. Y., Inc., Brooklyn, N. Y.
National Pipe & Foundry Co., Attalla, Ala.
Reading Foundry & Supply Co., Reading, Pa.
Salem Brass & Iron Mfg. Co., Salem, N. J.
Sanitary Co. of America, Linfield, Pa.
Somerville Iron Works, New York, N. Y.
Standard Foundry Co., Anniston, Ala.
Superior Mfg. Co., Bessemer, Ala.
Union Foundry Co., Anniston, Ala.
Weiskittel & Son Co., A., Baltimore, Md.
Wetter Mfg. Co., H., Memphis, Tenn.
Abendroth Brothers, Port Chester, N. Y.

SHORT TALK NO. 1
"Famous Buildings Use
Cast Iron Soil Pipe"



We will appreciate your mentioning the "HARDWARE WORLD" in writing to advertisers.

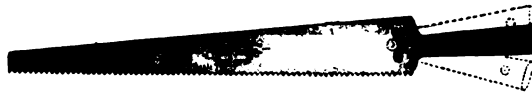
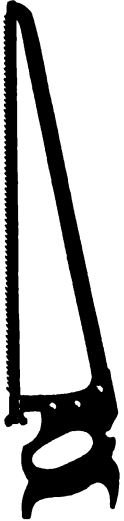


DISSTON Pruning Saws

Don't wait until the Spring demand is on to size up your stock; make your preparations now. The Disston line of Pruning Saws comprises styles and sizes for every requirement, all backed by a reputation for highest quality and satisfactory service.

Our Pruning Saw Catalog will help in your selection. Write today for a copy

HENRY DISSTON & SONS
INCORPORATED.
PHILADELPHIA, U. S. A.



FAULTLESS



Full Size. Plate 2-8

Are characterized by the high standard of each caster which makes up the most extensive line ever marketed.



"Move the FAULTLESS way"

FAULTLESS CASTER COMPANY
EVANSVILLE, INDIANA

THE JAMES SWAN COMPANY

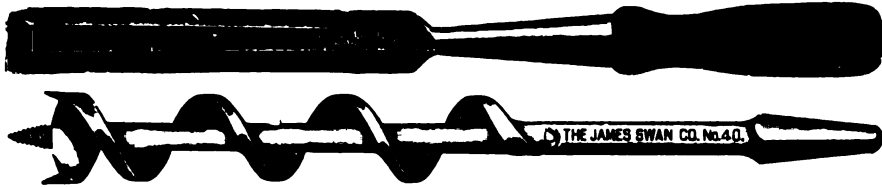
SEYMOUR

CONN.

Bits
Augers



Chisels
Draw Knives



Nail Sets
Gimlets



Gouges
Screw Drivers

NEW YORK OFFICE, 100 LAFAYETTE STREET

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION.



THE SHELBY "CHIEF"

The Well Known Surface Floor Hinge That Made the Shelby Line of Builders' Hardware Famous

Recognized
as the
World's
Best
Floor
HINGE



Made at
Shelby,
Ohio.
Sold
Every-
where

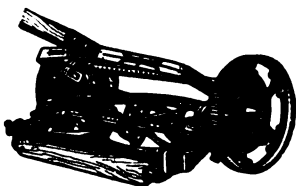
Get Catalog and Prices on our large line of Builders' Hardware and we will get your business.

THE SHELBY SPRING HINGE CO., SHELBY, O.
Coast Representatives:
Pond Hdwe. Specialty Co., Los Angeles, Cal. D.L. Herman, Seattle, Wn.

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WE are sending a package of counter literature, booklets, hangers and trade aids to every dealer we know of who has stocked any of the **"PENNSYLVANIA"** Quality brand of lawn mowers.



Look for this mark on the handle of all **"PENNSYLVANIA"** Quality Mowers.

"Pennsylvania"
"Great American"
"Continental"
"Pennsylvania, Jr."
"Keystone"
"Shock Absorber"
"Golf"
"Putting Greens"
"Horse"
"Pony"
"Undercut Trimmer"
"Braun Grass Catcher"
"Lawn Cleaner"

If you have not received yours, please notify us, stating the brands carried and from whom purchased

PENNSYLVANIA LAWN MOWER WORKS
INCORPORATED
JOHN BRAUN & SONS
FOUNDED 1877 PHILADELPHIA



LAY ONE OF THEM OUT ON YOUR COUNTER

Do this the next time a Carpenter comes into your store to buy a saw. Take from your shelf several different styles of saws. Among them, place on your counter one of the famous

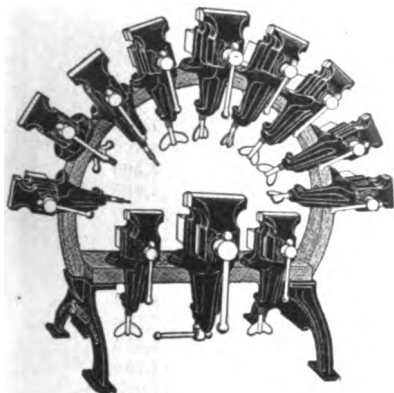
SIMONDS HAND SAWS

It will almost sell itself. The Carpenter will be pleased by its excellent appearance. He will understand its quality, and you can guarantee that there is absolutely no defect about this saw. Tell your customer that he can have his money back any time he is not entirely satisfied with a Simonds Saw. But, you need not expect him back because he will be satisfied and you will have made a good sale at a good profit, with the result that the pleased customer will be inclined to return again to your store. If you want catalog and discounts on Simonds Hand Saws, write to any office mentioned below.

Simonds Manufacturing Co.

San Francisco, Cal. Portland, Ore.
Vancouver, B. C. Seattle, Wash.

Stanley Tools



To Increase Your Small VISE
Business Put in a Line of

"JERSEY" VISES

They are strong, serviceable tools and have long been popular with both mechanics and amateurs. The SCREW (body, head and collar) is in one piece turned from cold rolled steel and has a square lathe cut thread. The steel Jaws are hardened and all Jaws are ground to insure that they meet squarely when tightened. Both back and front Jaws are filed to fit. Made with either Clamp or Swivel Bases, with iron or steel Jaws, and in six sizes.

Displayed on the Stand which accompanies each ASSORTMENT, they cannot help but attract trade.

We have special literature containing complete description of all styles. Let us send you a supply, also attractive display card.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



This Sells Snips

A salesman, a show window and a catalog all in one—that's the Pexto Snips Display fixture.

Puts the six most popular numbers of a complete line of 20 kinds of Snips before your trade, attractively and effectively. Stimulates demand, saves time in waiting on customers, provides complete information about the whole line in quickly-read form.

Made of metal, 19x27 inches, and finished in four colors.

If your jobber can't supply you, write us

THE PECK, STOW & WILCOX CO.

Southington, Conn.

Cleveland, O.

Address all correspondence to 207 W. Center Street
Southington, Conn.

PEXTO

MECHANICS' HAND TOOLS





Trade Mark

Approximate Weight and Strength of Clover Leaf Manila Rope



Trade Mark

Diam. in Inches	Circumference in Inches	No. Ft. in One Pound Ft. In.	Length of Coil in Fathoms	Wt. of Coil in Pounds	Estimated Breaking St. in Pounds. Not Guaranteed
3-16	6th fine	80 0	335	25	400
1-4	6th	55 2	415	50	620
5-16	9th	33 4	300	50	1,000
3-8	12th	26 8	220	50	1,275
7-16	1 1/4	19 0	200	65	1,875
1-2	1 1/4	13 2	165	75	2,400
9-16	1 1/4	10 11	135	76	3,300
5-8	2	8 1	135	100	4,000
3-4	2 1/4	6 6	135	127	4,700
13-16	2 1/4	5 5	135	153	5,600
7-8	2 1/4	4 7	135	180	6,500
1	3	3 9	125	204	7,500
11-16	3 1/4	3 3	125	238	8,900
11-8	3 1/4	2 9	125	271	10,500
11-4	3 1/4	2 4	125	317	12,500
13-8	4	2 1	125	362	14,000
11-2	4 1/4	1 8	125	453	17,000
15-8	5	1 4	125	566	20,000
13-4	5 1/4	1 2	125	632	25,000
2	6	11.3	125	815	30,000

Cut this page out and place it on a card near your Rope Counter as a ready reference for feet or inches in one pound of any size. Also gives number of feet in a coil and estimated breaking strength on a straight pull.



Trade Mark

Manufactured by

The PORTLAND CORDAGE CO.

Portland, Oregon

Seattle, Washington



Trade Mark



CONTRACTORS IN YOUR
OWN TOWN USE THIS BAR-
ROW.

ARE YOU SUPPLYING
THEM? ASK FOR PRICES.

WAREHOUSE TRUCKS, CASTERS,
CONCRETE MIXERS, SCRAPERS,
HAND CARTS, FIBRE WHEELS,
MILK CARTS, ETC., ETC.



338-348 Brannan St. near 2nd
SAN FRANCISCO, CAL.

"Easy Emptying" Grass Catchers

"Favorably known
the world over"
now made with

Re-Inforced
Non-Slipping
Bottom

Rigid Light
Durable

Many exclusive
patented features
and strong selling
points explained in
Catalog No. 14.

Write for it



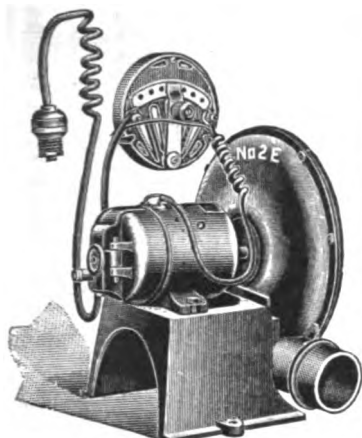
Some of Our Pacific Coast Jobbers
California Hdw. Co. Pacific Hdw. & Steel Co.
Falling-McGowan Co. The Schaw-Batcher Co.
Honeyman Hdw. Co. Schwabacher Hdw. Co.
Kelley-Mason Hdw. Co. Seattle Hardware Co.
Marshall-Wells Hdw. Co. The Thomson-Diggs
Co. Co.

Dunham, Carrigan & Hayden Co.

The Specialty Mfg. Co.

St. Paul, Minn., U. S. A.

"Buffalo" Forges—Blowers—Drills



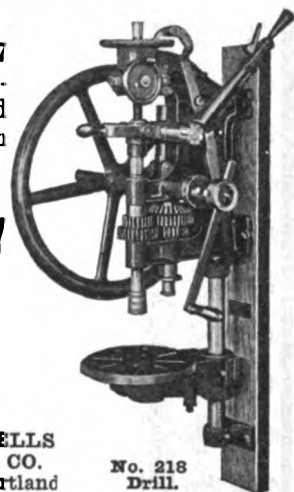
No. 2-E Blower.

**DESIGNED RIGHT—BUILT RIGHT
STRONG—DURABLE—EFFICIENT**

The largest line of blacksmith forges, drills and blowers manufactured by any one company. A style for every service.

Our General Catalog No. 179-37 illustrates and describes the complete "Buffalo" line of hand and power operated machines. Mailed on request.

BUFFALO FORGE COMPANY
BUFFALO, N. Y.



No. 218 Drill.

Western Representative,
Harrold English, 823 Higgins Bldg., Los Angeles, Cal.

BAKER & HAMILTON
SPOTSWOOD-HELPER CO
San Francisco, Cal.

Distributors,
HARPER & REYNOLDS
Los Angeles, Cal.

MARSHALL-WELLS
HARDWARE CO.
Spokane and Portland

GARDEN HOSE

**THE
BRANDS
OF
GARDEN
HOSE
WHICH
INSURE
QUALITY**



**INSIST
UPON
THESE
BRANDS
AND YOU
GET
THE
BEST**

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

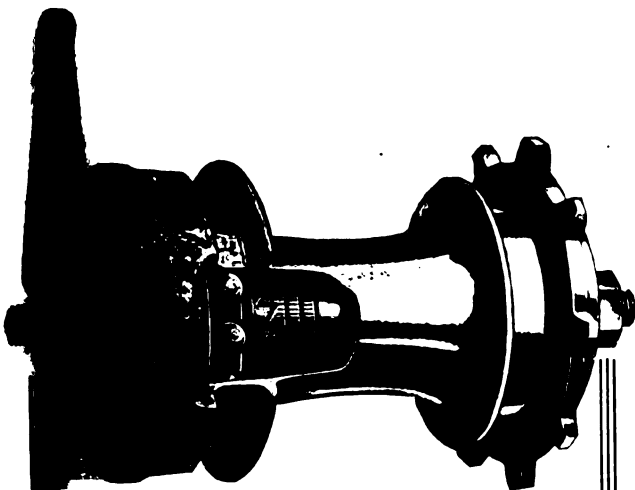
R. H. PEASE, Pres. J. A. SHEPPARD, Vice-Pres. R. H. PEASE, JR., Treas. O. F. RUNYON, Secy
Nos. 587, 589, 591 Market St. and Second St. Nos. 61, 63, 65, 67 Fourth St. & Pine St.
SAN FRANCISCO, CALIFORNIA PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

The Greatest Tool Catalog
is out this week



Goodell Pratt Company
Toolsmiths
 Greenfield, Mass.



There's Selling Power in the Name of Corbin

This is not blue sky talk such as dealers are so often forced to listen to, but actual fact. You know it yourself if you have ever had experience with Corbin products. The



DUPLEX COASTER BRAKES

equipped to a bicycle brings it just that nearer to a sale.

There's no need to talk Corbin quality. The brake would not have enjoyed such a widespread popularity for so many years had it not proved itself dependable.

Here you have a universally used article with a valuable name attached to it. Make use of that name; capitalize Corbin. People have confidence in it. Carry the Corbin Duplex Coaster Brake. It is the logical thing to do.

Get in Touch with Us at Once

The Corbin Screw Corporation

The American Hardware Corporation,
Successor

New Britain, Conn.

Branches: New York, Chicago, Philadelphia
Makers of Corbin-Brown Speedometers

Push Tools

WITH THE MILLERS FALLS SELLING
SERVICE.

Make tools an important part of your spring drive. They mean a good profit in themselves and lead to big business on other things.

We furnish co-operating dealers with handsome window display fixtures that are as handsome as any that can be bought—with window suggestions that apply to your whole business—with advertising matter that features your whole store and with merchandise selling suggestions that are worth thousands of dollars to any live dealer who takes advantage of them.

Millers Falls Tools have a reputation of leadership that makes them a great line to sell even without our Selling Service. Together they make a combination that means a big tool selling success.



Whether you sell few tools or many—buy direct or through a jobber—you ought to know about the Millers Falls Service proposition to dealers.

Send for book describing our Dealer Service and we will include with it our hand book "How to Sell Tools" and sample copies of our monthly dealer paper, the "Star," that is jammed full of selling ideas and suggestions.



Millers Falls Co.

"Toolmaker to the Master Mechanic"

MILLERS FALLS, MASS.

New York Office
28 Warren Street

Hand Drill 980 shown at the top is a big seller, because it takes drills up to $\frac{3}{8}$ and is practically a hand drill and breast drill combined.

The fixtures at the bottom is especially good for the center of a window display. Others not shown are a fixture that will hold any small tool and fixtures for lines of braces, hand drills and bench drills.

Superior Door Holders



Superior Door
Holder

This is a neat, strong, durable device that is operated by foot pressure.

It cannot injure any kind of floor or carpet, nor has it any projection to catch on garments.

This Holder should be used on all doors equipped with spring hinges or door checks.

Made in three sizes and all finishes.

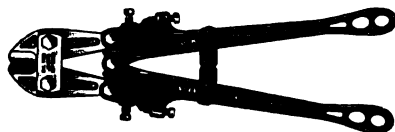
We also make a special Door Holder, without rubber, to be used on outside doors. Reach $2\frac{1}{2}$ inches.

SUPERIOR SPRING HINGE CO.

136 W. Lake Street, Chicago.

New York Office, 16-18 Reade Street

PORTER'S New Easy Bolt Clippers



Are you handling the
10-in. and 14-in. O.K. Cutters?

If not, my Pacific Coast representatives will tell you why you should.

Address

CMEB JOX

625 Call Bldg., San Francisco, Calif.

STRIMPLE & COX

1127 L. O. Smith Bldg., Seattle, Washington.

SANDS & COX

919 Grand Ave., Los Angeles, Calif.

H. K. PORTER

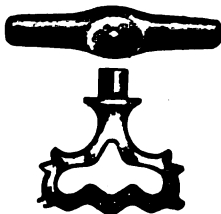
Bolt Clipper Specialist

6 ASHLAND STREET, EVIETT, MASS.

Ears, Handles, Etc. FOR TINWARE MAKERS



Berger's Ear



E. E. Turnbuckle



Guard Handle

Highest quality, finest finish, largest stock of all sizes and kinds to be found anywhere. Send for our No. 8 Catalogue showing a complete line of Handles, Ears, etc., Pipe Gutter Hangers, Hooks and a complete line of **TINNERS' and ROOFERS' SUPPLIES.**

BERGER BROS. CO.

Office—229-231 Arch Street

Store—237 Arch Street

Warerooms and Factory—110-114 Broad St.

PHILADELPHIA

The "PONY"

Is the very best Hand Machine that money can buy, for setting Tubular or Bifurcated Rivets



"THE PONY"

IT'S GUARANTEED

SOLD BY JOBBERS EVERYWHERE

Made by

F. H. SMITH MFG. CO.

CHICAGO, U. S. A.



Are You Selling Carborundum Sharpening Stones To ALL of Your Carpenter Customers?

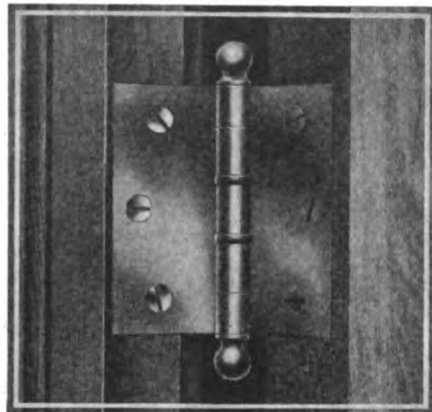
THERE are several of the Carborundum Sharpening Stones that should be in every carpenter's tool kit—the Round Combination Stone, the Gouge Stones and the Handy Slip Stones.

Carpenters everywhere know of the quick, clean cutting qualities of Carborundum—be sure that you carry a good stock.

Might we suggest a window display of these stones for the carpenter? We have some snappy window display material packed and ready to send you.

*Write for Carborundum
Display Circular 344*

The Carborundum Company
Niagara Falls, N. Y.



*No. 2742
Anti-Friction Wrought Steel Butt*

SERVICE

The money you take in tomorrow will be in proportion to the service you render today. Service is one of the most vital factors in merchandising success. The store that serves is the store that succeeds. And dealers who sell

McKINNEY Wrought Steel HARDWARE

are giving the maximum amount of service. Hinges, butts, hasps, shelf brackets, door hangers and track, door bolts, door mats and hardware specialties bearing the name McKINNEY can be depended upon to render real service.

For nearly 50 years we have been adhering strictly to a policy of quality first, last and all the time, with the result that today McKINNEY WROUGHT STEEL HARDWARE is recognized as the standard everywhere.

Isn't there something in our line you want just now? Send for our latest catalog.

McKinney Mfg. Co.
Pittsburgh, Pa.

J. H. Graham & Co., San Francisco, Cal.
268 Market Street

Have You the Knack of Buying ?

You may know a good deal about selling.—

Do you know as much about buying?

Can you tell a good reliable brand of Manila or Sisal Rope, from an inferior brand?

The Consumer who uses the rope you sell him cannot do so,—except after use. If it's a reputable, dependable brand the Consumer's experience is one of pleasant satisfaction.

This means continued patronage at your store.

If it's "just rope,"—a cheaper and inferior rope, you have a dissatisfied man,—who isn't your customer any more.

It pays to use common sense and discretion in rope buying. It pays to have your customer pleasantly satisfied,—by selling him Columbian Rope and Twines. Columbian is made in a Mill where high quality is considered the first essential necessary to our success.

Columbian in your store, means Customers through your door,—because Columbian "makes good" and satisfies the consumer.

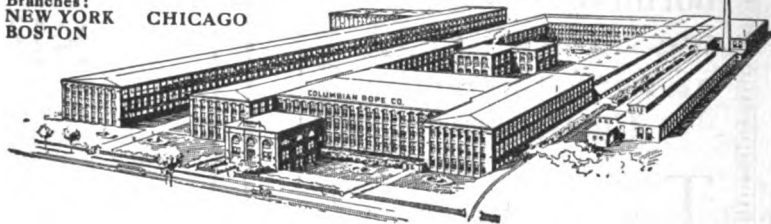
This year let it be Columbian.

As a start,—suppose you send for our Catalog,—NOW.

COLUMBIAN ROPE COMPANY

The Cordage City, AUBURN, NEW YORK

Branches:
NEW YORK CHICAGO
BOSTON



333—WAYS OF GETTING TRADE—333

"SALES PLANS"

A collection of three hundred and thirty-three successful plans that have been used by retail merchants to get more business

This Book is 6½ x 9 inches in size, contains 282 pages, printed on best paper and fully illustrated with reproductions of advertisements, circulars, posters, letters, etc.

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Price, Including Hardware
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"Highest Award (Medal of Honor) for FILES and RASPS, Panama-Pacific International Exposition, San Francisco."

Established 1863

Malleable Iron Fittings

FOR

GAS, OIL, STEAM, WATER, Etc.

Made Since 1856 by

STANLEY G. FLAGG & CO.

PHILADELPHIA

PACIFIC COAST AGENTS

W. H. GILBERT SALES CO.

918 Hearst Building
San Francisco, California

AVOID OVERLAND FREIGHT COSTS

**Frequent Canal Shipments Direct
from Philadelphia**

**Let Us Call and Explain Our Numerous
Advantages**



There are some places and some people who demand the best — will use nothing else.

And for people of moderate means also there is a hanger to suit.

You cater to all classes — sell R-W Hangers and be sure to please.

Richards-Wilcox



MANUFACTURING CO.
AURORA, ILL. U.S.A.



"KATZ" Surface Floor Hinges

Are slow acting, with a positive holdback feature, when opened to 90°; will **INSURE AGAINST ACCIDENT** at closing of door. "KATZ" represents Quality, Durability and Design.

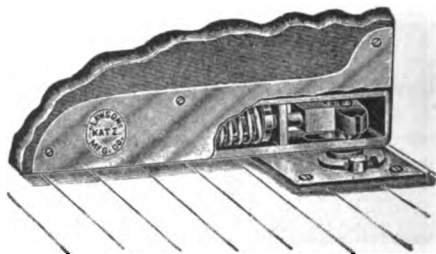


A **BETTER HINGE** with **A BETTER PROFIT**. Our Catalogue tells the rest.—Write for it to-day.

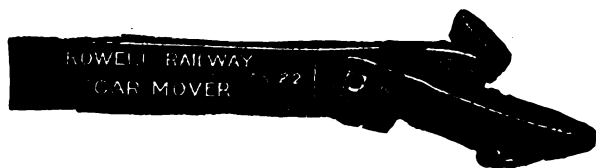
Main Office—Factory
CHICAGO

LAWSON MFG. CO.

Branch Office
NEW YORK



Sold by All
Leading Jobbing and Supply Houses



Made Only by
G. D. ROWELL & SON, Appleton, Wisconsin

Buy a

SAMSON or ROWELL

Railway Car Mover

And Have a

LITTLE SWITCH ENGINE

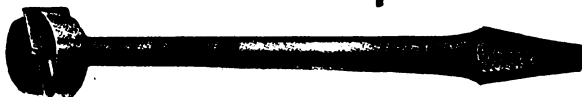
OF

YOUR OWN

PRICE EACH, \$5.00

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work



It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Specially Adapted for Hardwood Working

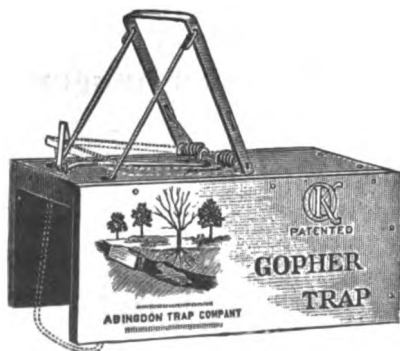
The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface.

Manufactured by **THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.**

Inquire of your Hardware Dealers or write us direct.

Supplied in Sets.

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**EASY TO GET RID OF THE POCKET
GOPHER WITH THE**

O. K. GOPHER TRAP

SURE TO CATCH & SURE TO HOLD

Manufactured by

The Abingdon Trap Co.

ABINGDON, ILLINOIS, U. S. A.

**FOR SALE BY LEADING JOBBERS
THROUGHOUT THE WEST**

THE TRAP THAT TAKES THE GO OUT OF GOPHER





Pipe Wrench

COCHRAN 10 IN. PAT. D. 1908

Strongest & Most Durable Made
Frame—Handle One Solid Piece.
Perfect Grip and Release

COCHRAN PIPE WRENCH MFG. CO., 7800 Woodlawn Ave., Chicago, Ill.

COCHRAN

ORDER TODAY



"Speednut"

COCHRAN SPEEDNUT WRENCH

World's Quickest Nut Wrench
Instant Automatic Adjustment;
Simple in Construction; Only
three pieces. Made in two sizes,
6" and 8".



Revolving Bolt and Screw Cases

Dealers in Hardware, Auto Supplies, etc., find that time and space are saved by using the Revolving Cases for keeping loose Bolts, Screws and Auto Accessories. Everything is kept right at the clerks' fingers' end. Catalog sent on application. All jobbers handle these cases.

American Bolt & Screw Case Co., Dayton, O.



The Parker Line
 of



Wire Goods

ARE KNOWN ALL OVER THE UNITED STATES

*They are Standard,
 Well Finished, Well Packed
 and Sharp Threads*

TRY US WITH YOUR NEXT ORDER



**Parker Wire
 Goods Co.**
 Worcester, Mass.



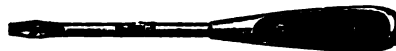
The Bridgeport Hdw. Mfg. Corp.
 BRIDGEPORT, CONN.

Matchless Screw Drivers
 Tempered Blade Runs Clear Through the Handle.
 Rubberoid Finished Handles.



No. 93 Mechanics' Square	.....2 to 12 inches
No. 94 Mechanics' Round	.....2 to 12 inches
No. 95 Electricians' Round, Insulated	.....12 inches
No. 96 Cabinet Round	.....3-16x2 1/4 to 12 1/4 inches
No. 97 Machinists' Square	3/4x2 1/4, 3/4, 4 1/4, 5 1/4 in.
No. 970 Machinists' Round	.....1/2x1 1/4 inches
No. 99 Baby Round	.....3-16x1 1/4 inches

Hercules Knife Handle Screw Driver
 Forged Steel Handle Plate, High Carbon Steel Tempered
 Blade, Hardwood Handle



No. 102 Round	.....2 to 12 inches
No. 12 Square	.....7-16x4 1/4 inches

Challenge Plain Handle Screw Driver
 Red Varnished Handle

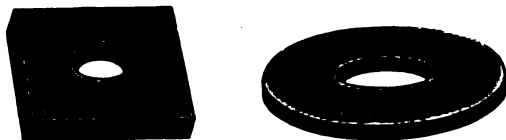


Full Tempered Blade	
No. 32 Mechanics'	.....2 to 12 inches
No. 34 Cabinet	.....3/4 to 12 1/4 inches
No. 36 Electricians'	.....2 1/4 to 12 1/4 inches
No. 37	.....3-16x1 1/4 inches

Write your Jobber for prices.

C. W. GAUSE CO., Western Sales Agents
 693 Mission Street San Francisco, Cal.

There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

**Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers**

of all descriptions. Round and Square, Plain or Galvanized.

**Annealed Rivet Burrs Fellow Plates
Sheared and Punched Plates**

PROMPT SHIPMENTS

Wrought Washer Mfg. Co.

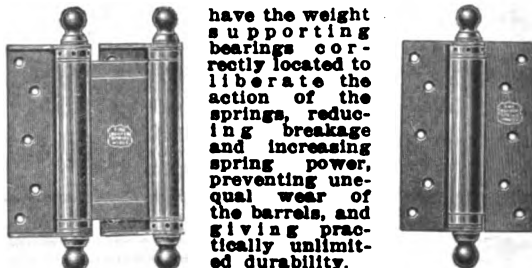
Milwaukee, Wis.

Coast Representatives,
HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland,
Ore.; Seattle, Wash.; Denver, Colo.

ONLY

BOMMER

DOUBLE ACTING
SPRING BUTT HINGES



have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.

Bommer Floor Surface Spring Hinge
Has Release and Holdback Features, Ball Bearing and Alignment Device

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.



No. 18 Type

BOMMER BROTHERS, Mfrs., Brooklyn, N. Y.

Samson Spot Sash Cord

Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

SASH CORD

CLOTHES LINES

SOLID BRAIDED ROPE

SHADE CORD

MASONS' LINES

CHALK LINES

Send for catalogue and samples.

Samson Cordage Works

Boston, Massachusetts



American Seal Roof Paint

Known to the trade as of the highest quality possible to manufacture. It is a Weather Resistant, Fire Retardant Paint. Armor Plate the shingle roof with this Fire Retardant Paint. This Roof Paint enjoys a national reputation for Quality and Durability. It is made of Pure Linseed Oil and the very best protective pigments. Booklet and information sent on request.

Manufactured by

The Wm. Connors Paint Mfg. Co.

1852

TROY, N. Y.

1916

Are You In On Our Co-Operative Sales Plan?

Here is a real seller, protected by a large and consistent national advertising campaign. Our ads in the best magazines are read by a million boys every month.

We are getting letters from live prospects daily. These inquiries are turned over to dealers. Are you protected on this co-operative plan?

Write for full details of our gilt-edged proposition. Act quickly.

Auto-Coaster sales give profit to you and satisfaction to your customer. The campaign is in full swing now. The time is ripe for you to come in. You take no risk.

Buffalo Sled Company

Dep't A North Tonawanda, New York

Factories: No. Tonawanda, N. Y. and Preston, Ont. New York Office: 155 Chambers Street.

Pacific Coast Representatives: Pacific Sales Co., San Francisco, D. L. Herman, 214 Maritime Bldg., Seattle.

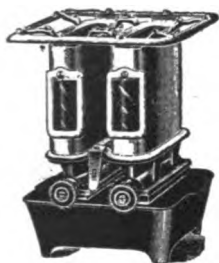
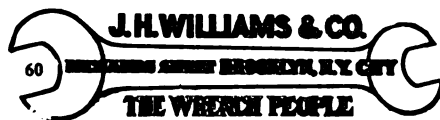


A Quality Reputation

supplemented by nearby stocks to draw upon, unique sales co-operation, unequalled publicity, consumer acceptance, and the Williams' Guaranty insure your successful sale of the



line of Williams' Grand Prize drop-forged wrenches.



OIL and GAS STOVES

Light Gray Iron Castings
Hardware Specialties
Builders' Hardware

The Taylor & Boggis Fdy. Co.
CLEVELAND, OHIO

HAVEN & HAVEN CO.
508-510 MISSION ST., SAN FRANCISCO, CALIFORNIA
Pacific Coast Representatives

Service for the User Business for the Dealer

In selling Sturges Milk Cans you have one big point of superiority which good dairymen do not overlook. Each Sturges Can is built with

Guaranteed Capacity

Saves time and work for the dairyman. Sturges Cans sell quickly—and hold the better class of trade—and bring better profits to the dealer. Write for catalog No. 29X

STURGES & BURN MFG. CO.

Established 1865

CHICAGO - ILLINOIS



Quick Shipments
Made from
Pacific Coast
Warehouses



Sturges Milk Cans

THE THOMPSON PEERLESS LAWN SPRINKLER



Brass Lined

All that the name implies and meeting the insistent demand for a **MEDIUM PRICED SPRINKLER THAT WILL NOT TURN OVER** when being moved about at the end of the hose. The eight inch base made of No. 6 galvanized wire and molded in the sprinkler body insures the sprinkler always remaining in the proper position.

A perfect die-casting, made of pure zinc, with brass lining and machine cut threads.

No. 120.

Threaded for three-quarter inch Standard hose couplings.

Manufactured by
Thompson Mfg. Co.
8th Street & Santa Fe Avenue
LOS ANGELES, CAL.

FOR SALE BY JOBBERS

Do You Sell Hose Menders?



Improved Perfect Clinching Hose Menders are fast sellers. Made with seamless brass tubes and heavy galvanized clamps. Also all steel retinned. Every clamp is turned inwardly to grip the hose. Prices right.

Send for our general catalog—**to-day.**

STUBER & KUCK CO.

Peoria, Illinois

New York Office—154 Chambers Street, J. M. Sherwood, Manager
San Francisco Office—Rialto Building, William F. Horn, Manager

ATLAS

10 Cent Fly Swatter

This swatter has an extra long handle—10 inches. It is very neatly and securely bound with soft green felt—cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible—will outlast any now on the market.

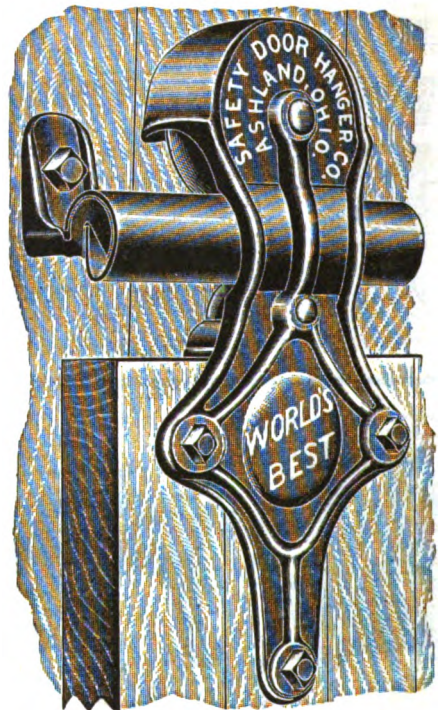
Our 5 cent swatter is the best ever sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.

NEW HAVEN, CONN.

HUGHSON & MERTON
Pacific Coast Agents
San Francisco Los Angeles
and Portland, Oregon



For Sale by All First-Class Hardware Distributors

World's Best Tubular Track Barn, Factory & Warehouse Door Hanger

Frame is made of best grade malleable iron. Supplementary wheel underneath the track prevents derailment.

The wide bearing of the wheel distributes the weight and makes it the Easiest Running Hanger on the Market.

Finished in fine aluminum bronze and packed one pair in box complete with bolts; one-half dozen pairs in a case.

Our Track has the Slidable Bracket, the feature that has made World's Best Hangers so popular with the Building Trade. Ask your jobber or write us.

Safety Door Hanger Company
Ashland, Ohio, U. S. A.

C. M. & F. W. JONES, Rialto Bldg.,
San Francisco, Cal., and Equitable Savings Bank
Bldg., Los Angeles. Western Representatives



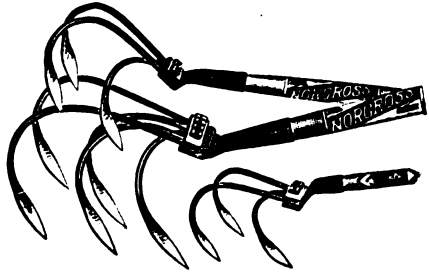
EVERY FARMER AND GARDENER IS A PROSPECT For "NORCROSS" GARDEN CULTIVATOR-HOES

They have revolutionized Gardening. Both Men and Women use and praise them. Even LUTHER BURBANK pronounces them unequaled as all-purpose implements for close hand cultivating and writes us that he has a Dozen or more of them in use on his own grounds.

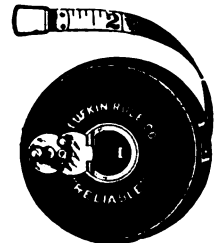
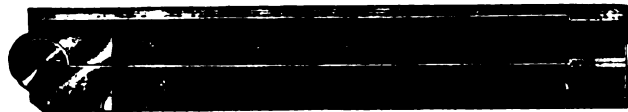
Made in (8) sizes—finest material and finish—detachable Steel Prongs—High Grade Handles. Almost as cheap as the common Hoe, they are ready sellers—pay you liberal profits and render your customers the utmost satisfaction.

The "Norcross" is a "Quality-Line." From the tips of their handles to their Shovel Points, they show their excellence.

Sold by most jobbers. Remember the name "NORCROSS."



C. S. NORCROSS & SONS. Sole Manufacturers, Bushnell, Illinois, U. S. A.



Our POPULAR-PRICED "BANNER" STEEL TAPES
And Our SPRING-JOINT HOOK RULES

BUT TWO RECENT **LUFKIN** PRODUCTIONS

WELCOMED EVERYWHERE

CARRY THE LINE THAT SELLS

LUFKIN

MEASURING TAPES BOXWOOD AND SPRING JOINT RULES

PIONEERS AND LEADERS IN CONNECTION WITH NOTE-WORTHY IMPROVEMENTS, RECOGNIZED AS THE STANDARD AND GUARANTEED TO GIVE FAULTLESS SERVICE IN EVERY WAY. STOCKED BY ALL JOBBERS.

THE LUFKIN RULE CO. SAGINAW, MICH.

Sedgwick Hand-Power Dumbwaiters and Elevators

Manufactured by Specialists and Guaranteed. Send for Catalog and Discounts.

SEDGWICK MACHINE WORKS

36 Liberty Street

NEW YORK



THE PACKHAM Pipe and Rim Crimper.

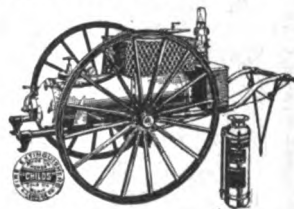
Crimps close up to a shoulder. Especially adapted for Cornice work. Made by

THE PACKHAM CRIMPER COMPANY

Mechanicsburg, Ohio.

If your Jobber does not carry it, write us.

HARDWARE AGENTS WANTED



Pacific Coast Distributors
RALPHS-PUGH COMPANY
San Francisco, Cal.



We manufacture everything from dependable hand fire extinguishers to large chemical engines and chemical tanks for fire department service. There's good profit in being our agent. We carry the stock. Write us for catalog and special hardware discounts. Manufacturers of Fire Apparatus. **O. J. CHILDS CO., Utica, N. Y.**

WAGNER Trolley Overhead Carrier

FOR GARAGES, SHOPS AND FACTORIES.—A simple, practical, efficient hoisting and carrying device for handling heavy objects. Will pay for itself many times over in any garage, shop, factory or store where heavy objects must be handled. With this outfit one man can handle any object weighing up to 700 lbs. Two or three men can move a ton. Outfit consists of the Wagner Self-Cleaning Track, roller-bearing tandem carrier and centre pull triple sheave hoist. Write for prices. Also ask for the Wagner 96 page catalog of Barn Door Hangers, Trolley Tracks, Studding Sockets, Hardware Specialties, Sleds and Non-Tipping Coaster Wagons.

WAGNER MFG. CO., DEPT. C, CEDAR FALLS, IOWA.



RUBBERSET

(TRADE MADE)

PAINT BRUSHES

are selling so rapidly that our factories—the largest in the world—are taxed to the utmost. But no matter how great the demand may be we will never sacrifice for mere volume, one single detail in the superior quality which gave RUBBERSET Brushes

The Gold Medal

highest award for brushes at the
Panama-Pacific Exposition

This award *proves* RUBBERSET best. Are you pushing the best and best selling brushes?

RUBBERSET COMPANY

(R. & C. H. T. CO., Props.)

Factories - Newark, N. J.

Pacific Coast Branch, 682 Mission Street
San Francisco, Cal.

Full Toilet Brush Line Carried at San Francisco Branch. Write for Prices, Catalog, Etc., on Shaving and Paint Brushes



NEW HAVEN SIGNAL AUTOMATIC



Runs and Alarms
8 Days with One
Winding

THE LAST WORD IN ALARM CLOCKS

The 8 Day Alarm Clock has become exceedingly popular. Ever since their introduction on the market there has been a missing link which has caused no end of confusion. That is the operator would never know whether he would be called at six in the morning or at six in the evening. Nothing like this with the use of the Signal Automatic for the Red Signal below center of dial will appear if alarm is to ring within next 12 hours. This feature alone making it a veritable "Safety First" and not in phrase only. When you see the signal properly set you go ahead (and Sleep).

MORGAN & ALLEN CO.

150 POST STREET, SAN FRANCISCO, CAL.



Hamp Williams has worked two years industriously equipping a factory to manufacture the

HAMP WILLIAMS HOME CANNER

so that the people may can their vegetables and fruits in tin cans or glass jars for home and market, and not let them rot and go to waste as they have been doing. This Canner complete and with directions how to can everything, on which you can put up 500 cans daily,

Retails for Only \$14.00

Every Retail Hardware Dealer in this country should have one of these canners in his front door. It would be worth many times its cost as an advertisement for people to talk and think about. Order one and get the agency for your town.

HAMP WILLIAMS HARDWARE CO.

Manufacturers

HOT SPRINGS, ARKANSAS

Sanitary, Flexible RUBBER FLY SWATTER

Well made. Effective everywhere, attractive, popular price.

Kills all insects—Flies Mosquitoes, Moths, Beetles, Bugs, Roaches,—on all sorts of uneven surfaces. Effective in window corners, on chairs, edges of furniture, anywhere, the rubber conforming to the surface against which it is struck. Does not injure the finest furniture or fabric. Stands the salt air along the coasts. No wire to rust. Can be washed and kept clean. Packed in one-gross corrugated fibre shipping cases 10x10x14½ containing 12 cartons of 12 swatters 14 inches long. Shipping wt. 15 lbs. per gross. Attractive metal display stand free with each gross. Send us your order. You want this big seller. So do your customers.

Manufactured by
A. W. Drake Manufacturing Co.
Formerly
Standard Vending Machine Co.
HAZLETON, PA.

Patented U. S. Nov. 23, 1915, March 14, 1916;
Canada April 4, 1916; Others Pending.



TO DEALERSEVERYWHERE

You make Quick Sales, Good Profits, and Please your Customers by stocking "Sanitary" Pan and Griddle Oilers.

They are mounted on Attractive Three Color Cards, and finished in Highly Polished Nickel Plate, making a splendid Counter or Window Display.

We prepay Parcel Post on all Orders, Large or Small. For try out order one or two dozen today.

THE HOME CRAFTS SHOPS

Toledo Specialists in Specialties. Ohio

The "ENTERPRISE" Sausage and Lard Making Outfits

A farmer can make more than twice as much out of a hog if he turns it into country lard and sausage at home than if he sells it on the hoof.

"ENTERPRISE" Meat and Food Chopper

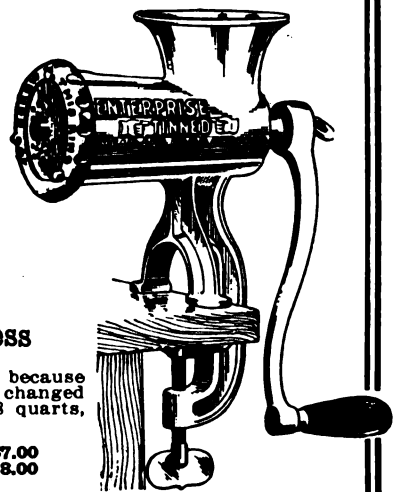
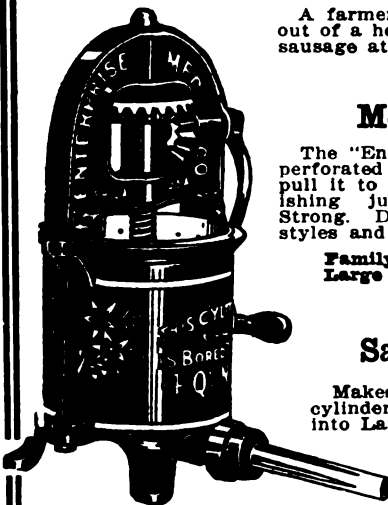
The "Enterprise" 4-bladed Steel Knife and the perforated steel plate cut the meat and do not pull it to pieces nor squeeze out the rich, nourishing juices. Works simply and quickly. Strong. Durable. Easily cleaned. Seventy-two styles and sizes.

Family Size	\$2.00
Large Size	3.00

"ENTERPRISE" Sausage Stuffer and Lard Press

Makes sausage that keeps. Plate can't jam because cylinder is bored true. Easily and quickly changed into Lard Press. Nine sizes and styles—2 to 8 quarts, japanned or tinned.

4-quart size, japanned	\$7.00
6-quart size, japanned	8.00



Write for batch of valuable sales helps with your name and address on them. With the "Enterprise" line you can meet all competition and make a good profit.

The ENTERPRISE MFG. CO. OF PA., PHILADELPHIA, U. S. A.
29 Murray St., NEW YORK 530 Golden Gate Ave., SAN FRANCISCO



Order Now Be Prepared

**Either Pair a
Safe Choice**



Each of the three,
LIGHTNING,
GEM or **BLIZZ-**
ZARD, has served
the housewives of

America for thirty years,
and like the cream they
create, are in demand in all
seasons.

They are built of the best
material and workmanship
possible — their ingenious
construction makes them
easy to operate, quick freez-
ing and economical to both
dealer and user.

The Blizzard being simpler
in construction and cheaper
in price makes it a good run-
ning mate with either the
Lightning or Gem. They sell
themselves and
stay sold! **This**
means easy net
profits for you.

**Any Jobber
Can Supply You**

**NORTH BROS.
MFG. CO.**
PHILADELPHIA, PA.



TRINER UNIVERSAL HANGING SCALE

Furnished with
a heavy galvan-
ized iron scoop
20 inches long,
12 inches wide,
6 inches deep.
Will hold a peck
of potatoes or
apples. No. 201-G
has a white dial
protected by
glass and nickel
rim. No. 201-G.E.
furnished with
an enameled
dial. Four
scales packed
in a wooden
case. Weight
boxed for four,
32 lbs.



Write us for de-
scriptive matter.
Order through
your jobber

TRINER SCALE & MFG. CO.

2714 W. 21st Street, Chicago, Ill.

WM. F. KORN & CO.

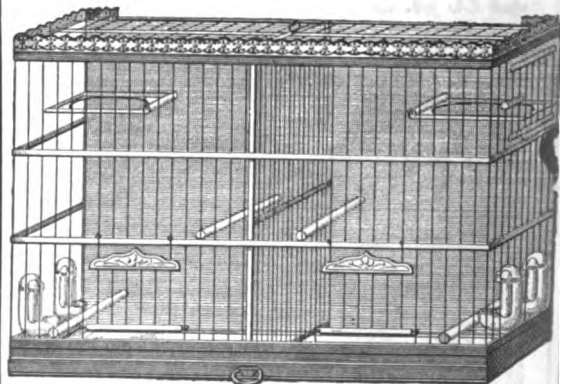
Pacific Coast Representatives

Rialto Bldg., San Francisco, Cal.

LOS ANGELES, CAL. PORTLAND, OREGON

O. LINDEMANN & CO.

35 and 37 Wooster St., New York. Established 1863



DOUBLE, JAPANNED BREEDING CAGE

We manufacture Breeding Cages, — Tinned,
Japanned and Wood; also Nests, Nesting Hair,
Egg Food for Young Birds, etc.

Manufacturers of Japanned, Brass and Tinned
Wire

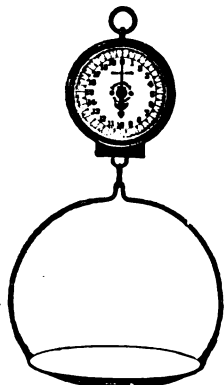
Bird Cages and Cage Sundries

Pacific Coast Representatives

A. L. CONGER CO.

731 MARKET ST., SAN FRANCISCO, CAL.

PELOUZE New Hanging Scale



No. 101

Capacity
20 lbs. by ozs.

The Dial is
large and dis-
tinct - finished
with glass sash
and nickel plat-
ed rim.

Very sensitive
and accurate.
Approved by
the Department
of Weights and
Measures.

MADE IN SEVERAL STYLES

Pelouze Manufacturing Co.
CHICAGO

Manufacturers of Family, Candy, Market, Dairy
Postal and Ice Scales

EWING-LEWIS CO.

Representatives

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DU PONT

Sells at Sight

Dupont, Ballistite or Schultze Pow-
ders are known EVERYWHERE,—
they sell at sight. Shooters know
Du Pont Powders are right. The
name Dupont, Ballistite or Schultze

On the Top Shot Wad

or on the box label is a guarantee of
powder superiority.

Du Pont Sporting Powders are widely
advertised, sell quickly and always
satisfy the most critical customer.

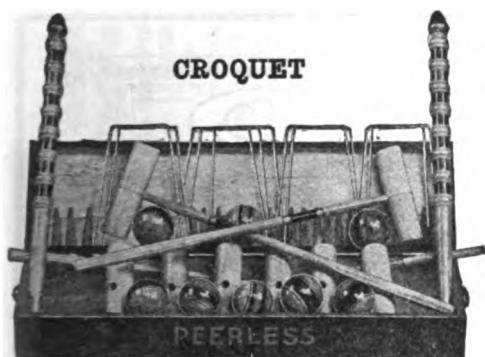
Specify Dupont, Ballistite or Schultze
Smokeless, and Du Pont Black Sport-
ing,—the powders which sell at sight.

E. I. du Pont de Nemours & Co.

Powder Makers Since 1802

WILMINGTON

DELAWARE



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AND

BASE BALL BATS

The vital point in every business is its volume of
sales.

Our attractive lines will open the pocket books of
your customers.

Indian Clubs—Dumb Bells—Children's Toy Ten Pins—Woodenware

Offer the people in your town

Something NEW
Something BETTER
Something they will BUY

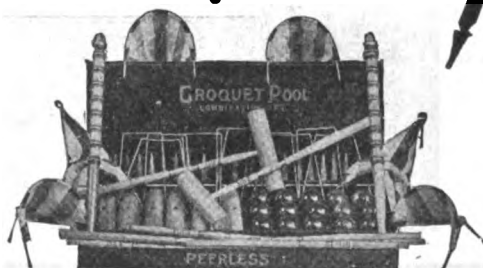
And watch your trade grow

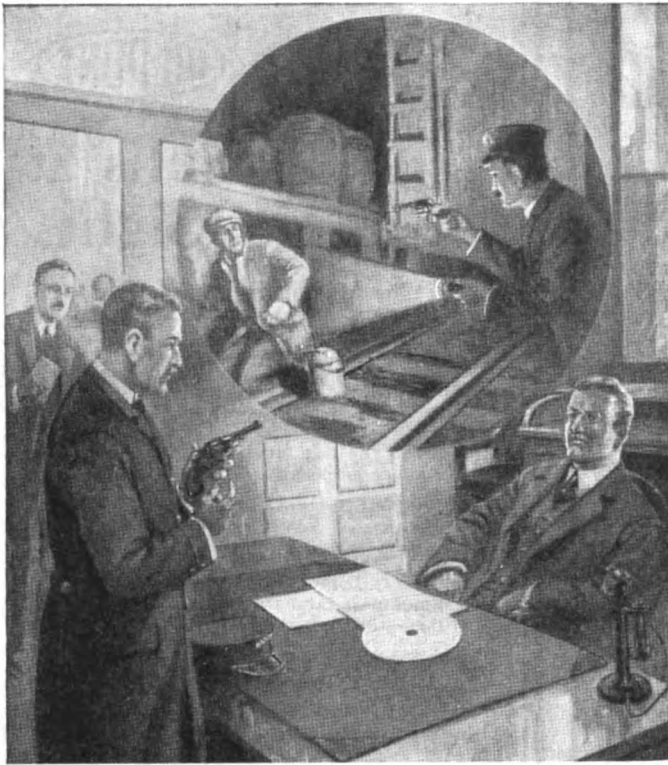
Write for catalogs and quotations today.

SAGINAW WOOD PRODUCTS CO.
Gaylord, Mich.

Handled by the best jobbers.

CROQUET POOL





Equip the Guard!

The Night Watchman's Story

"After I rang my box at midnight, back of the old freight shed, I walked up the spur track and there he was under the shipping platform touching a match to a pile of excelsior. I covered him with my COLT and made him come along. He's a tough character—the police have him now—and if it had not been for my COLT, this place would have gone up in smoke last night."

Dealers:

Industries all over the country are increasing their guard. **THIS MEANS MORE FIRE ARM SALES.**

You want to get your share of this business. Would it not be a good idea to mail employers of watchmen in your locality a special circular?

We will supply the circulars—any quantity—with your name and address thereon.

Colt's Patent Fire Arms Mfg. Co.
HARTFORD, CONN.

Pacific Coast Representative:
Phil. B. Bekeart Co., San Francisco

CORCO

METAL CEILING

For Safety, Cleanliness and Simplicity

The time when merchandise could be sold over any kind of a counter, in any old kind of a store, died at the birth of Competition. Now, the up-to-date merchant concerns himself not only with the quality of his stock, but the appearance of his store. Corco Metal Ceilings are the choice of such a merchant. Ask for folio of designs and see why.



Wheeling Corco Metal Ceiling Co.

WHEELING, W. VA.

Branch Offices and Stores

NEW YORK
ST. LOUIS

CHICAGO
KANSAS CITY

PHILADELPHIA
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SPECIFY PETERS

ON YOUR 1917 AMMUNITION ORDER

Wherever ammunition is used the name "Peters" is synonymous with QUALITY. The high standards used in the production of these goods guarantee that every lot of shells or cartridges shipped under our labels embodies all the essentials of perfect ammunition, such as accuracy, penetration, uniformity and general reliability.

These qualities in the P brand are well known to shotgun, rifle, revolver and pistol shooters throughout the country, resulting in a very large and rapidly increasing consumers' demand. The dealer who takes advantage of these conditions by insisting that his 1917 stock of ammunition shall bear the P brand will be sure to satisfy his customers, and enjoy a profitable volume of business. Orders placed with your jobber early will assure you of receiving your stock in ample time for the requirements of the trap-shooting and hunting seasons.

We take this means of assuring the P brand dealers of our appreciation of their patronage and extend best wishes to all for a prosperous 1917.

The Peters Cartridge Co. - Cincinnati, Ohio

BRANCHES: New York, San Francisco, New Orleans
 Pacific Coast Branch: 585-587 Howard Street, San Francisco
 Marshall-Wells Hardware Co., Portland- Spokane, Duluth, Winnipeg-Edmonton
 Hibbard, Spencer, Bartlett & Co., Chicago, Ill.
 Butler & Britain, Inc., San Francisco



We offer the greatest values of any Manufacturer of Steel Fishing Rods in America. We can make fairly prompt delivery of all orders.

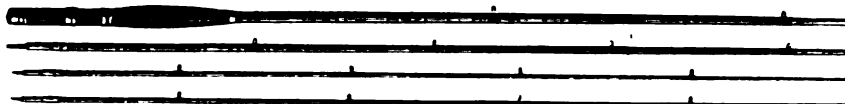
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Richardson Ball-Bearing Skate Company
 154-160 E. Erie Street,
 CHICAGO, ILLINOIS

We Make High Grade Roller Skates, Too

FISH ROD MAKING AND REPAIRING

Key
 Making



Gun
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We have recently added a new department to our business, that of Rod making and repairing. This department is in charge of Mr. Smitley who has had years of experience in this line. If you will send us your work we will be pleased to estimate cost. Now is the time. Do it now before fishing season opens. Preparedness.

WARE BROS. CO., 125 Howard Street, Spokane, Washington



BEAUTIFY FURNITURE
 PROTECT FLOORS and Floor
 Coverings from injury by using
 GLASS ONWARD SLIDING
 FURNITURE SHOE
 In place of Castors

If your dealer will not supply you
 write us.

ONWARD MFG. CO.
 Menasha, Wis. Kitchener, Ont.

GLASS CUTTERS

FOR CUTTING

STRAIGHT, CIRCLE AND TUBES

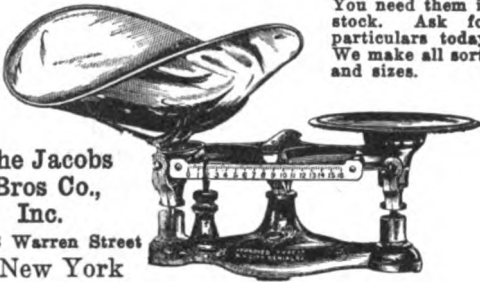
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THE FLETCHER, TERRY CO., Forestville, Conn.

New York Office, J. PALMER WHITE, 102 Chambers Street

FINER ACCURACY than stipulated by Law
J. B. Scales comply with the most stringent laws. Can be used with assurance of safety and sold with assurance of profit. You need them in stock. Ask for particulars today. We make all sorts and sizes.

**The Jacobs
Bros Co.,
Inc.**
78 Warren Street
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"JIM DANDY" CAN OPENER



Best ever produced. It really opens round Cans, Square Cans, lifts Bottle Caps. Can't injure hands or fingers. "Hard and Fast." Adjust Lock prevents injury. 6 sizes. Ask for illustrated description, sample and prices.

American Utensil Company
DEPT. A, BALTIMORE, MD.

Say Mr. Dealer

Did you know we manufacture Gas Heaters and Grates?

Why buy in the East, we can give you better service, a better heater and the profit will suit you.

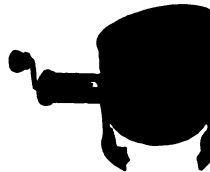
We sure would like to have you ask us about our goods.

Minier Gas Heater Company

1028 Mission St.
So. Pasadena, Cal.



GENUINE HUNTER'S SIFTER



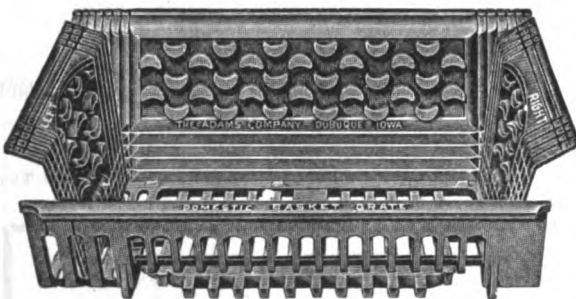
The Standard for a
Quarter-Century

Order from your jobber.

Sectional View
Showing Construction

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swaged to body. No soldered joints to come loose. Easy to remove all parts for cleaning.

THE FRED J. MEYERS MFG. CO.
Bender Street
Hamilton, Ohio



Spokane Stove Repair Works

Send us your orders for Firebacks, Grates, Centers, Covers, Waterfronts, Dampers, Knobs, Stove Putty, Stove Polish, etc.

Complete Line Always in Stock

JOBBERS AND WHOLESALEERS OF REPAIRS
We make prompt shipments

Manufacturers and Jobbers for the Famous EMPIRE FRENCH STEEL PORTABLE RANGES for Hotels, Restaurants and Camps

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Established 1902

Pacific Mercantile Agency Co.

(Starkweather's Commercial Reports)

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Reporting Stations, Seattle, Portland, Los Angeles
and throughout the U. S.

Publishers of the **BOOK OF RATINGS**, embracing the commercial names and ratings of the twelve states of the Pacific Slope. Also the **CREDIT INFORMATION SHEET**. These publications are in general use by wholesalers throughout the United States.

CONFIDENTIAL SPECIAL REPORTS, upon the worth and responsibility of Mercantile and Private persons.

**A Mercantile Agency Service
of the First Class**

Rates \$35 to \$500 per annum.

Write for References.

THE BEST SELLING LANTERN

for superintendents, night watchmen, engineers, electricians, brakemen, livery or garage men, campers, farmers, ranchmen and all whose work is done at night or in dark or remote places, and in all kinds of weather. The best selling, because it gives the most brilliant light in the world. The

COLEMAN GAS LANTERN

Gives a steady, far-reaching light of 800 candle-power, without flicker, and not affected by wind or storm. Brighter than the brightest electric light, cheaper than the cheapest candles, safer than the safest oil lantern. No dirt, no smoke, no grease, no soot. No wicks to trim—no globes to wash. No oil to bother with. Nothing to get out of order.

MAKES AND BURNS ITS OWN GAS

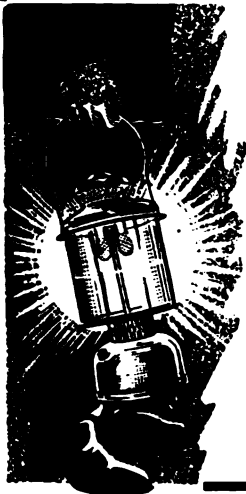
Solidly made of nicked brass. Lasts a lifetime. Fount holds about 8 pints and lantern burns about 15 hours without refilling. Mica chimney is 5 in. high and 5 in. diameter.

A POOL PROOF LIGHT

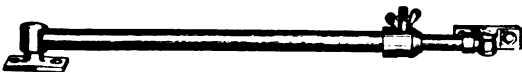
Can't be filled while burning. Can't spill — can't explode. Absolutely safe anywhere. No danger if rolled around on ground. Won't blow out. Can't be jarred out.

Awarded the Gold Medal at San Francisco. Advertised everywhere and is a big seller. If you haven't carried Coleman lamps and lanterns, write today for representation in your community. Address nearest office.

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Sixth St., St. Paul, Minn.
36th & Summit Sts., Toledo,
Ohio. 1436 Akard Bldg.,
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Telescoping Casement Adjuster



Our New Universal Telescoping Casement Adjuster for use on window opening either in or out. Our new grip makes it impossible to slip. Made of solid brass and in all finishes. Immediate shipment. Sold direct to retailers from originators and manufacturers. Write for price.

PACIFIC HARDWARE MANUFACTURING COMPANY

141-43 Railroad Street
LOS ANGELES, CALIFORNIA

Originators of Bungalow and Art Hardware.



Flashlights

and

Franco Radio Batteries

Are Supreme in Quality and Service

Awarded Gold Medal
at the P. P. I. E.

Join the ranks of the
Franco Dealers now

Write
Today
for our
Catalogue

And Dealer's Proposition

Interstate Electric Novelty Co.

111 New Montgomery St.
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YOU ^{MR.} DEALER WANT

**Insurance that Protects You
Against Loss and at the same time
as Low as Insurance can Safely be written**

The Washington Hardware & Implement Dealer's Mutual Fire Insurance Association, of Spokane, Washington, is conducted by hardware and implement dealers for their sole benefit and protection

You Can't Afford to Experiment

with methods and plans and theories that may be considered all right today and tomorrow may change

Look at this Record of Premiums Returned by us:

Dividends paid: 1907, 25 per cent; 1908, 33 1-3 per cent; 1909, 33 1-3 per cent; 1910, 33 1-3 per cent; 1911, 33 1-3 per cent; 1912, 35 per cent; 1913, 35 per cent. Thirty-five per cent of premiums on policies expiring during the present year is to be returned to the policy holders.

Can give you a list of thousands of satisfied policy holders.

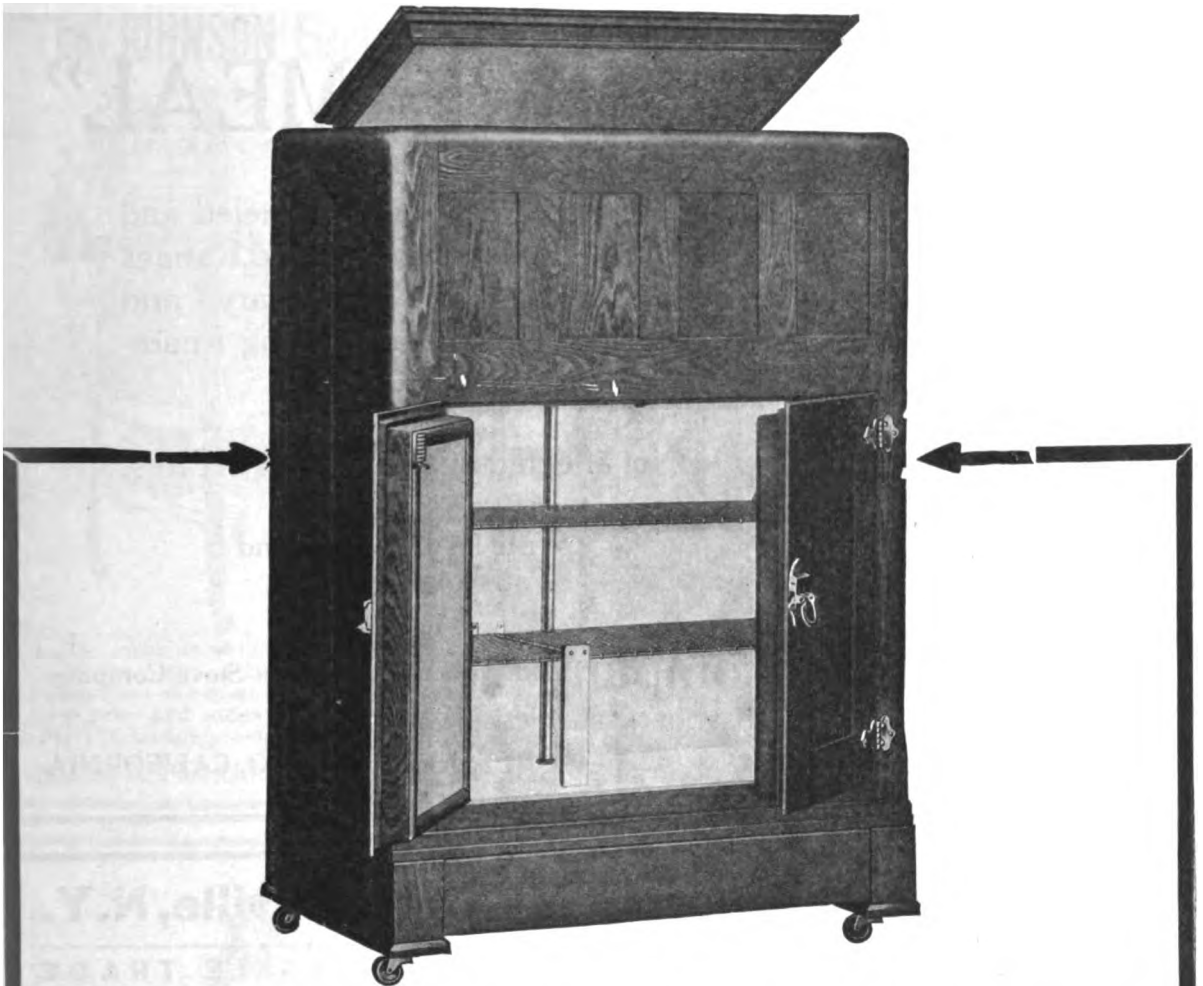
Insures Store Buildings, Stocks, Dwellings and Household Goods belonging to Hardware or Implement Dealers who are members of their State Association. ¶ Profits returned to Policy Holders in dividends selected Class of Risks. ¶ Equitable Adjustment and Prompt Payment of Claims

ADDRESS

E. E. LUCAS, Secretary

Hutton Building

Spokane, Washington



THE MONARCH

(Trade Mark Reg. U. S. Pat. Office)

REFRIGERATORS

Made in Zinc, White Enamel Porcelain and Seamless Porcelain Lined. Handsome, Strongly-made, Up-to-date Refrigerators at prices which net you a good profit.

Ash and Oak Cases. Strong, removable Air Flues. Removable Waste Pipe and Trap. Retinned Wire Shelves, bright as silver. Strong Hardware in Roman gold and nickel plate. Good Casters.

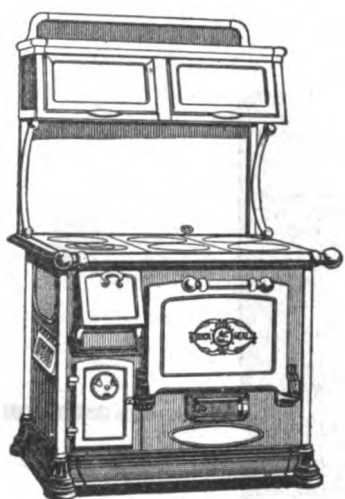
An old established line—on the market 25 years. Has always been a good seller in large and small stores, because it looks right and is reliable—there are no come-backs.

"It's the Frigid 'Frigerator"—the "Box that's on the Boom"

Large Stock Carried in Los Angeles

UNION HARDWARE & METAL CO.

Distributors for California, Arizona and Nevada. LOS ANGELES, CALIFORNIA



“QUICK MEAL”

All Blue Porcelain Enameled and Black Porcelain Enameled Ranges are “Rust Proof,” “Sanitary” and Easy to Keep Clean, being Enameled Inside and Outside.

Not affected by the Hottest of Fires.

Write for Catalogue and Agency

Ringen Stove Company Division of American Stove Company

C. H. SCHIECK, Pacific Coast Agent

571 Indiana Street, near 19th

SAN FRANCISCO, CALIFORNIA

The Ontario Knife Company, Franklinville, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once



BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE

KNIVES

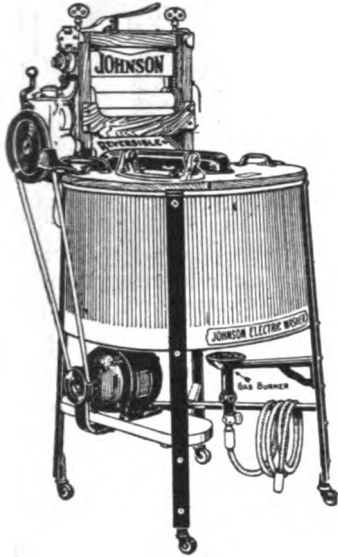
KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BENT
CLAM
TABLE

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles.



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world

The JOHNSON Electric Washer



Among the outstanding features of this new machine we want to briefly cite: the compactness and appearance, the galvanized iron or copper corrugated tubs, the waterproof enclosed type motor, the enclosed gears, the safety wringer release that prevents accidents and the gas or gasoline burner attachment that heats water and boils the clothes

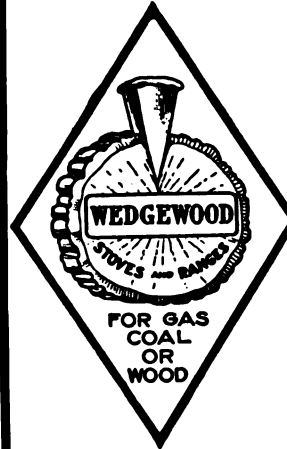
in the machine while washing them.

If you want to handle the very best electric washer on the market, one that sells at a very low price and under a positive guarantee, write for illustrated booklet, discount and terms.

JOHNSON ELECTRIC WASHER CO., 2074 Market St., San Francisco

The word—

“Wedgewood”



—has been used on Stoves and Ranges for over 30 years.

It is a stamp of distinction—a mark of quality.

It is a pledge to the public. It must be lived up to.

It has kept faith for nearly a generation.

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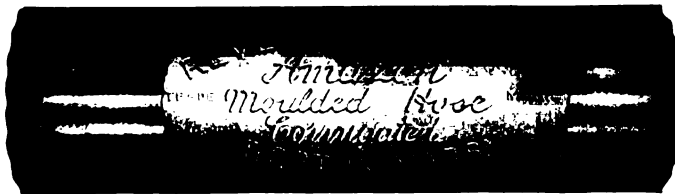
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Double Braid

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Light

Strong

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Why don't you add Automobile Supplies

You no doubt have often thought of adding Automobile Supplies to your Hardware line, but for the lack of **knowledge** no doubt, you have felt a hesitancy in doing so. Here is your opportunity to learn the business from a to z—and with just a little time devoted to the perusal of Dyke's New Automobile Encyclopedia during your spare time—you will become thoroughly conversant with the business.

DYKE'S AUTOMOBILE ENCYCLOPEDIA WILL TEACH YOU.

Mr. Dyke, the Author, is the originator of the first Automobile Supply Business in America, he also published the first Book on Automobiles and manufactured the first Float-feed Carburetor. His experience as well as matter collected from the best sources in the world are embodied in this book. The fact that the book is used by 56 of the leading Automobile Schools and over one hundred and fifty thousand books have been sold and not one returned ought to be sufficient proof that it will be worth many times its cost to you.

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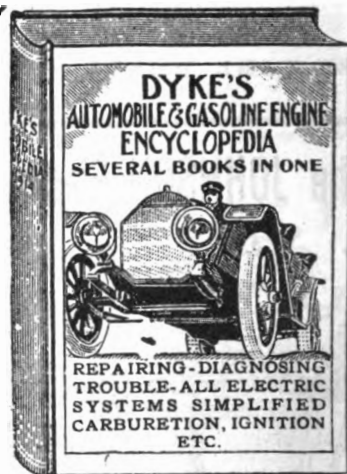
Blacksmith Supply Houses use Dyke's book to teach the blacksmith the business so he can add automobile repairing to his business. Electrical Supply Houses use Dyke's books to teach the electrical dealer the ignition systems, so he can add Automobile ignition supplies to his business. Just so with the Hardware Dealer. Do you, Mr. Hardware Dealer, realize what this book will mean to you in time to come? In order to give the reader an idea how complete this book really is we will mention the number of pages and illustrations devoted to some of the subjects underneath the illustration of the book.

There are 50 Instructions and 2370 Illustrations.
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- 2—Drives.
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- 7—The Gasoline Engine.
- 8—Engine Parts.
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- 10—Firing Order.
- 11—Six, Eight and Twelve V Type Cylinder Engines.
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- 13—Carburetor Adjustments of all Leading Makes.
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- 38—Insurance: License and Laws: Selecting a Car.
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Just sell a woman one of those cheaply-constructed incubators that can't regulate themselves and that run too hot or too cold all the time, killing half the chicks in the shell and bringing out the others so weak that they never get a real start in life.

If you want to make a friend, sell a woman the Queen. It is automatically regulated and so accurately adjusted that it will take care of a temperature change of 70 degrees.

Many retailers who use to be sick of incubators are now selling Queens and satisfied. May we tell you about some of them?

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Pop Up—Automatic Lawn Sprinkler In Operation On the Grounds of the

UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very coarse stream. Made for half inch connections. Has 25'-0" distribution with 75 pounds pressure. Made of non-corrosive metals. Has but three parts, nothing to wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for sample—booklet and prices. For Sale by

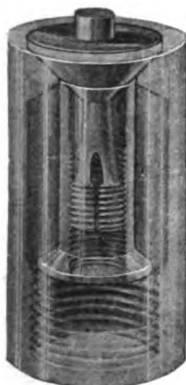
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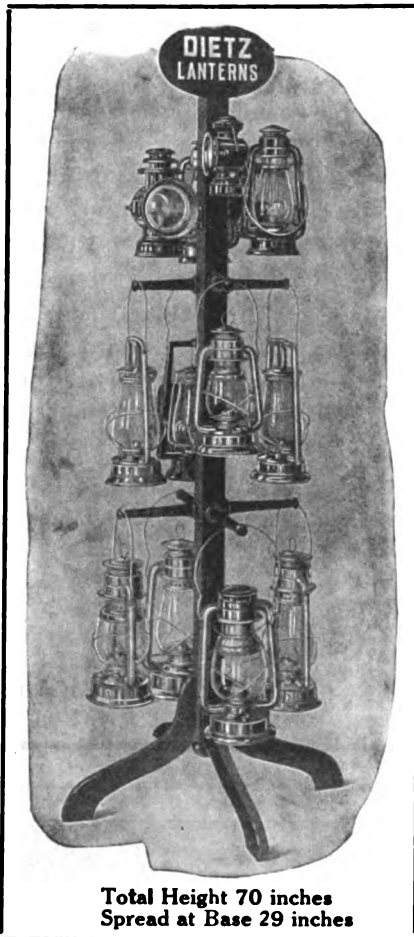
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—of—

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DIETZ Display Stand No. 12, with its assortment of twelve popular DIETZ Lanterns shows the goods to perfection in a very small space.

Install one of these stands in a prominent place in your store. Mark the retail price on the "Quality Tag" attached to each lantern.

This "silent salesman" will invite your customers to inspect and handle the goods.

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This is the best "dealers' help" that Dietz has ever offered. Sold at a special price, providing a generous profit for the retailer. Buy a Dietz Lantern Display Stand and watch results.

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SIXTY LAIGHT STREET

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Dietz Display Stands Are Sold Through the Jobbing Trade Only

BALDWIN Dry-Air Refrigerator

150 Handsome Styles

ASH, OAK, SOFTWOOD CASES;
OPALITE GLASS, VITRIFIED POR-
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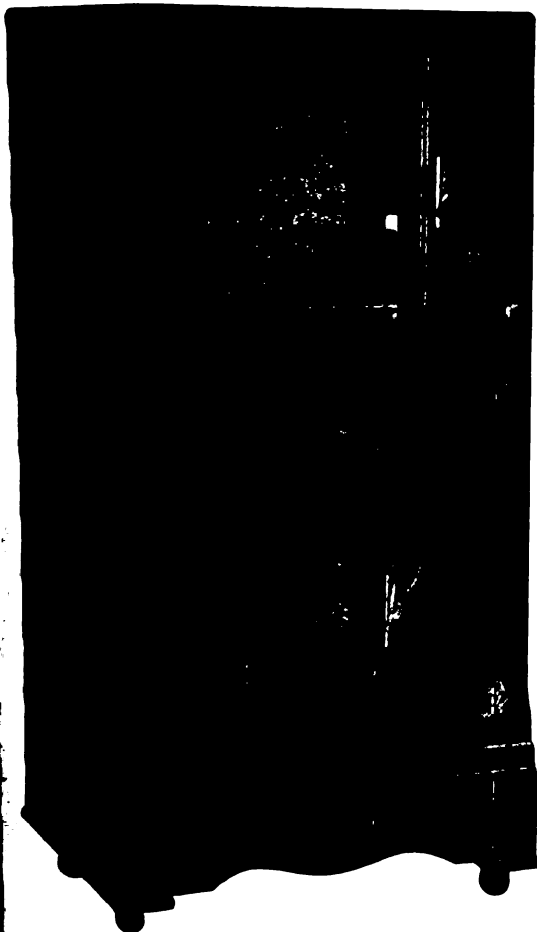
"The Cold, Clean Kind"

Baldwin's do better work with less ice than any other refrigerator made. They keep food preserved in the best possible manner, because of their positive one way current of absolutely pure, cold, dry air, moving swiftly around articles stored, and constantly cooling and purifying every square inch of the refrigerator.

Many Baldwin Refrigerators in constant use for 35 years are still giving the utmost satisfaction.

Don't sell a "cheap" refrigerator—
it wastes your customer's money
and is a source of annoyance every
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Baldwin's are lined with snow-white opalite glass 7-16 inch thick; vitrified porcelain, seamless porcelain, white enamel or metal. There are 150 styles in stock. Don't experiment with new makes of unknown quality—sell the Baldwin—the "kind the old folks used."



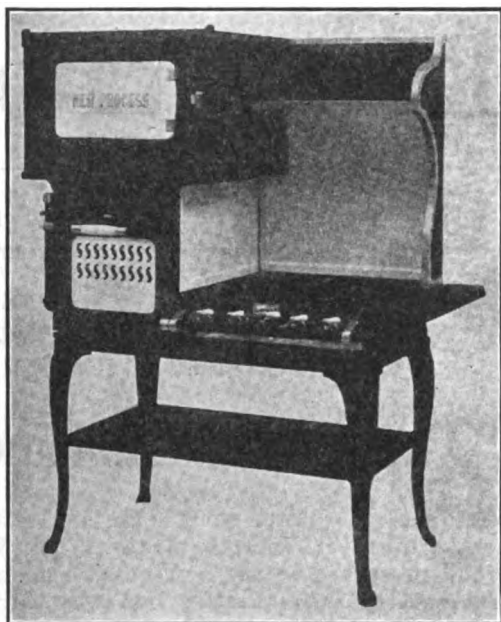
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SEND A POSTAL FOR OUR BIG CATALOG

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satisfied customers.*

The New Process Gas Ranges are absolutely **Sanitary** and complete in every detail.

Made in many styles and sizes for either family, apartment houses, hotels or restaurants.



The appearance and perfect working qualities of the NEW PROCESS OIL STOVE satisfies every user. They are made in various styles and sizes, either Satin finish or Green Japan.

Furnished with Oil Saving Burners, High Speed, and Heavy Glass Tank.

Has Large, Roomy Cooking Top. Legs are made of Strong Cast Iron.

Furnished either with or without Back Shelf.

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Here is a splendid opportunity for building up a profitable side business: sharpening safety razor blades!

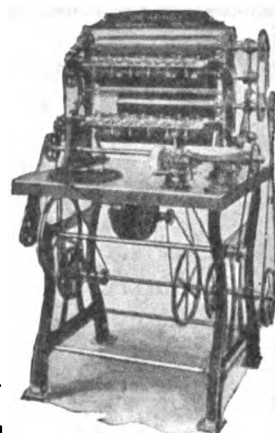
HATFIELD BLADE SHARPENER

Any safety razor blade—any make—double or single edged—can be honed as keen as when new on this machine.

It's a service every customer will appreciate. Takes little time, little capital; no risk by our guarantee plan.

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BOOMER CANNON

Adapted for every use. Is the strongest and most durable Cannon Stove made. Constructed so that a sheet iron drum may be attached, and thus increase the heating capacity.

Made in six sizes,—	1	2	3	4	5	6
Diameter of Fire Pots	13½"	16"	18"	20"	22"	24½"
Weights,	182	240	300	385	525	575

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OIL STOVES

The high speed burners of Clark Jewel Oil Stoves Save Time and Save Oil.

CLARK JEWEL High Speed Oil Burners are fast and economical.

The burners are short and close to the cooking top, with a direct flame against the bottom of the vessel. This gives quick results with little oil.

CLARK JEWEL Oil Stoves can be had in Black Japan or an Olive Green Color.

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"UNIVERSAL" SLIDES

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No. 4— $\frac{1}{4}$ " Diam.

An ideal article to increase the service, ability of many pieces of furniture where Casters are unsuitable.



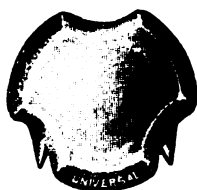
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They are easy sellers and afford a good margin of profit for the merchant.



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"Universal" Slides can be attached with perfect safety to the most fragile piece of furniture—the unique position of the prongs obviate the possibility of splitting the furniture or causing an ugly projection.



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They are constructed of high grade steel, case hardened and neatly nickel plated.

Made in four sizes—Fifty sets of size one, two, and three, and one hundred sets of size four in a box. At so slight a cost you cannot afford to pass them up.

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MADE IN OHIO, U. S. A.

ALUMINUM "Real Solid" ANNOUNCEMENT

The "REAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

A New Line of "REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidity and Durability.

We have eliminated unnecessary expense of CAST ALUMINUM HANDLES, etc., and are putting MORE METAL into the BODY of our UTENSILS.

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PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

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We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market.

Write Today and get our New 1915 Catalog just off the Press.

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Manufacturers of the Celebrated Lines of

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"Domes of Silence" for All Purposes

We manufacture all grades of sliding casters at competitive prices. Correct shape and quality guaranteed.

All our slides have round, smooth surfaces; no dust or dirt collecting indentations.

Sizes to fit any kind of furniture or bed.



Make your furniture glide. Save rugs, carpets, floors, and your furniture. Look for name on inside each caster. Avoid imitations.

The wedge-shaped prong holds the caster firmly in place when attached.

Prices and samples sent on application.



Fitted to
Metallic Bed.



Metallic Bed
Slide.

Brass
Domes of
Silence

Brass
Domes of
Silence



Wood Bed
Slide.



Fitted to
Wood Bed.

Better than wheel casters. Save rugs, carpets, floors and furniture. Glide softly, smoothly, silently, over any kind of flooring.

Sizes $\frac{1}{2}$, $\frac{3}{4}$, 1, $1\frac{1}{16}$, $1\frac{1}{4}$, $1\frac{5}{16}$, $1\frac{3}{4}$, 2 in.

HENRY W. PEABODY & CO.

17 State St., New York

DOMES OF SILENCE DIVISION

These wood bed slides made to fit $\frac{1}{2}$ -in. Universal socket. Also specially adapted for heavy arm chairs, etc.



Hard-Wear
BRAND SADDLERY

Horse Collars Harness Saddles Strap Work

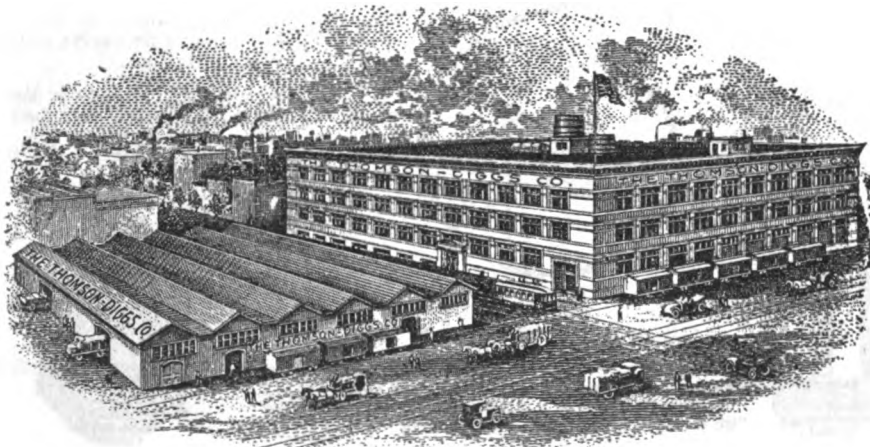
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SALT LAKE CITY, UTAH

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For the Continued and Increased Growth of Our Trade



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know them.

If you are not one
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you why it will be
to your interest to
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The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSE-
HOLD UTENSILS, SPORTING GOODS AND CUTLERY

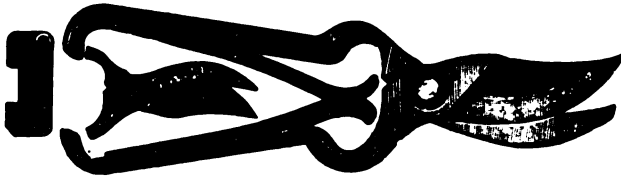
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IMPORTED EUROPEAN Hardware Specialties

Fully Warranted, Hand Made of High Grade Steel
All Sizes and Patterns Carried in Stock

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We carry a full stock of these Celebrated Swiss Shears



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Ideal Sulphur Machine

Most Economical Machine Made

This machine has long stroke, makes work easy, double action performing twice the work with same labor; one man can do the work of two; two air chambers with double action, makes steady overflow. Capacity 1 1/4 gallons or 25 pounds sulphur.

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The Largest and Most Complete Stock of

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Ever Shown in the Northwest

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"White Mountain" Refrigerators



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The "WHITE MOUNTAIN" Refrigerator "In Over Million Homes" is an artistic and mechanical triumph—the master-work of more than forty years by the World's greatest refrigerator manufacturers. The refrigerating qualities of the "WHITE MOUNTAIN" cannot be surpassed.

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Our perfect "STONE WHITE REFRIGERATORS" are the symbol of unyielding strength, absolute purity and the extreme in economical and convenient refrigeration.

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QUALITY, plus SERVICE, equals SATISFACTION



Made in three sizes:
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In offering you our line of goods, we are offering you **QUALITY** and **SERVICE**, and complete Satisfaction comes only in the selection of goods that have stood the test of time. In stocking our goods, you get this **SATISFACTION**.

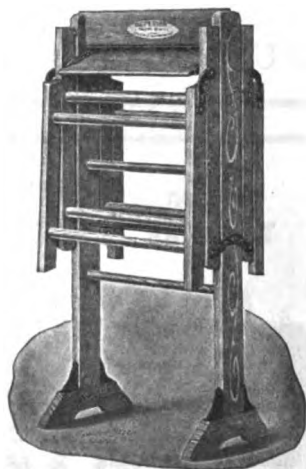
Our **EAGLE MOP WRINGERS** and **BUCKETS COMBINED**, and **SUPERIOR FOLDING WASH BENCHES** have the reputation of never failing to satisfy. You will find these two lines, quick sellers and big profit producers.

Our products are built of high grade material and are guaranteed against all defects. The increasing demand for these goods is conclusive evidence that they are the Standard of Comparison, the Highest point of Mechanical Skill, and the Acme of Perfection.

THE EAGLE WOODENWARE MFG. CO.

Manufacturers,

Hamilton, Ohio - U. S. A.



Will hold a 10, 11 or 12 inch clothes wringer.

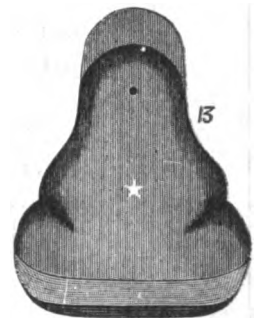
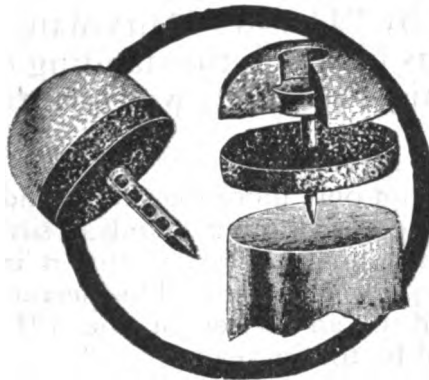
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OF THE GREAT PROFIT
IN OUR SPECIAL ASSORTMENT OF

"Elastic" Chair Tips

consisting of the most salable and profitable sizes,
viz:

- 8 Gross Rubber Head Nails.
- 4 100/144 Gross Bumpers.
- 17 Doz. Slotted Screw Tips.
- 4 Doz. Wood Peg Tips.
- 3 Doz. Patent Rocking Chair Tips.
- 4 Doz. Stetson's Combination Cushion Chair Tips.



"Elastic" Chair Tips

Prevent injury to floor and carpet, stop the noise nuisance in the home, the schoolroom, the restaurant, the public hall—wherever wooden chairs are moved about on wooden floors, concrete or tiling.

Their almost universal usefulness and necessity make them most profitable sellers—if pushed.

"Elastic" Chair Tips.
Order the "Elastic" Assortment now—display it—then watch the "Elastic" sell!

ELASTIC TIP CO.

370 Atlantic Ave., Boston, Mass.



ELASTIC TIP CO., BOSTON, MASS.
Kindly send us full particulars and prices of "Elastic Assortment."
Name.....
Address.....
Hardware World.

What Is the Best Known Advertised Article In the Home?

According to "Hoard's Dairyman," it is
"1847 ROGERS BROS." Silverware.

This fact came to light in a recent survey made by "Hoard's Dairyman" among its subscribers in which the standing of 121 nationally advertised products was investigated.

This survey credits "1847 ROGERS BROS." with having not only more than three and one-half times as many users as all other brands of silver plate in the list combined, but also figures that it is used by over 80% of that paper's readers. This percentage is higher than credited to any other of the 121 advertised articles covered by the survey.

When you realize that "1847 ROGERS BROS." is the original silver plate and that it has stood the test of actual service for seventy years—1847-1917—it is not hard to understand why its merits are so universally recognized.

Sold by leading dealers

We should be glad to forward
"Catalogue A" upon request

INTERNATIONAL SILVER COMPANY
Meriden, Conn.



Universal Lunch Kit
With Vacuum Bottle \$2.50 to \$3.25



Universal Vacuum Bottle
No. 582, 4 Cups in Cover, \$4.75



Universal Handled Carafe
No. 5822, \$2.50

UNIVERSAL Vacuum Bottle Specialties

In making Universal bottles or carafes of any style or grade no attempt has been made to economize on the fillers. The best quality glass obtainable is used and their efficiency is increased by a more thorough exhausting of the vacuum chamber.



A strong filler means a strong bottle, a weak one means lost business for the dealer.

The strength of Universal Bottles is greatly increased by a patented shock absorber which holds the filler firmly in position and takes up any jar to which it may be subjected.

The Universal line includes a complete assortment of styles and finishes incorporating many extra conveniences such as the nested drinking cups in the cover, etc.

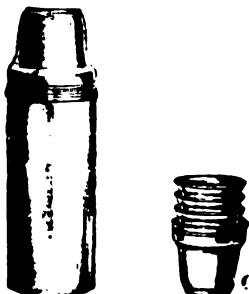
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Universal Vacuum Fitcher
No. 842 \$7.50

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NEW BRITAIN, CONN.



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No. 582, 4 Cups in Cover, \$5.00



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No. 8772, \$4.00



Universal School Lunch Set
With Vacuum Bottle
No. 3070, \$2.50

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Glacier Refrigerators
One Piece, Porcelain Lined

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and Shelves

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All Kinds

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Iron. Full nickel finish. Guaranteed for 5 years. The price is low

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Our Prices Will Interest You.*

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CALIFORNIA

Genuine "Empire" Griddles

Cost No More Than Imitation
or Inferior Articles



**BUT they BUILD
UP YOUR TRADE
and SATISFY
YOUR CUSTOMERS.**

Insist on the
**Genuine
"Empire"**

If You Want Ware of
Uniform and Highest
Quality.

Examine Sam-
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and Prove it for
Yourselves.

**SOLD by ALL FIRST CLASS JOBBERS THROUHOUT *the* WEST
ORDER THROUGH THEM**

WM. P. HORN, CO., PACIFIC COAST REPRESENTATIVES
LOS ANGELES RIALTO BUILDING, SAN FRANOISCO, CAL. PORTLAND

NEW YORK STAMPING COMPANY
BROOKLYN, NEW YORK

Big Special Offer

In the last issue of this publication we announced that the opening of our new factory—manufacturing the highest grade ALUMINUM COOKING UTENSILS for the PACIFIC COAST TRADE EXCLUSIVELY—meant money in your pocket. We are making the following offer for March as an evidence of good faith:

A SEQUOIA BRAND set consisting of one 2-quart percolator, one 5-quart Berlin covered kettle, and one 4-quart lipped sauce pan for



2-quart percolator

\$2.90 Per Set
or 34.80 Per Case

Consisting of 12 pieces each
 (F. O. B. Oakland)



5-quart Berlin covered kettle



4-quart lipped sauce pan

This price of \$2.90 per set applies only on orders of 1 case or more, each case containing twelve of these three-piece sets, and the order must reach the factory before March 31. **You can sell these pieces at 50 per cent profit.**

Each one is made of heavy 99 per cent pure aluminum, of the best workmanship, and of **actual—not trade—capacity.**

This is the opening gun of a campaign that will put SEQUOIA BRAND into every home on the Pacific

Coast. We mean business and mean to make business for SEQUOIA BRAND dealers. We will furnish electrotypes of these utensils free for local advertising. If you want them say so when you order.

You can sell these articles for 50 per cent profit and still give the consumer better prices than on other lines. You can go the limit in guaranteeing SEQUOIA BRAND as to durability, high standard of quality, and a lifetime of wear. We will back any guarantee you make for we know our goods.

Order a case and if you do not think it the best aluminum buy you ever made ship it back at our expense.

You can sell the percolator for \$1.95—the Berlin kettle for \$1.50—the sauce pan for \$.95.

WOULD THESE PRICES INTEREST YOUR TRADE?—IF SO, ORDER TODAY

**LIFETIME
WARE**

SEQUOIA BRAND

SANITARY—BRIGHT—DURABLE

PURE ALUMINUM

When ordering kindly address Department 1
 in order to facilitate the handling of orders.

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OF THE PACIFIC COAST

East Eleventh Street and Second Avenue
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ESTABLISHED IN 1834—THE OLDEST HOUSE IN THE BUSINESS

WEBSTER defines—"MODEL" as "STANDARD"—"A THING TO BE IMITATED"

The following products are veritable "MODELS" as regards

Construction, Finish and Quality

"MODEL" ROASTERS

The Roaster of Satisfaction

Seamless

Sanitary

Self-Basting

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Satisfactory



Best Shape and

Construction

For Efficiency

Manufactured by THE CENTRAL STAMPING COMPANY'S original process of reverse stamping whereby all unsanitary and unsavory ridges are eliminated.

Made in Plain Metal, also enameled in three colors.

"MODEL" BREAD MAKER

A HOUSEHOLD NECESSITY

Unexcelled for Simplicity and Comfort

Used in many High Grade Cooking Schools



ONE-PIECE
BOWL

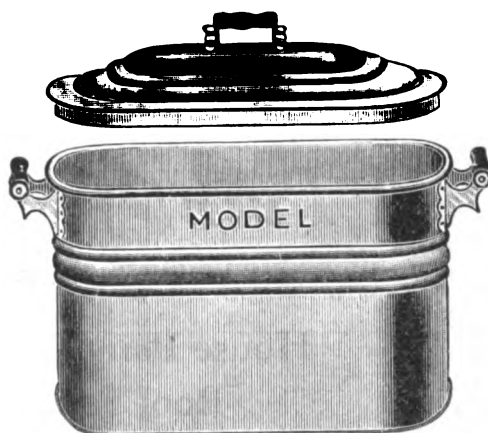
READILY
CLEANED

NO SEAMS

DURABLE

When mixing is completed—Remove Rod and Use Pan as Bread Raiser

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Made in Copper, Tin and Galvanized Iron
Twenty Styles. Standard Sizes

Insist on the name **"MODEL"** appearing on the above articles

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Hardware World

Plumbing & Heating

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Number 3

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INDEX OF CONTENTS

	Page
Retail Merchants Frequently Lack Salesmanship Displayed by Customers.....	68
Questions Every Successful Merchant Should Answer.....	69
Succeeding With What You Have—By Charles M. Schwab.....	70
A Jobber's Policy—Orders Turned Down for a Principle.....	71
Mail Order House Methods	73
Keep Your Promises	73
A Retail Business Without Open Book Accounts.....	74
Working to a Plan	77
Show Window Displays and Their Value to the Hardware Trade.....	78-81
First Must Come the Diagnosis.....	82
What Happens When a Contract Is Signed Without Reading.....	85
Saved from Being a Politician—Frank J. Ries.....	87
The Most Valuable Business Asset.....	88
Points to Watch When You Hire a Broker.....	90
Readjustment of Values	94
Selling Auto Accessories	100
Your Trade Territory	103
Accessory Sales Increase from \$100.00 to \$18,000 in Ten Years.....	104
Outlook for Sporting Goods.....	112
Big Field Yet Open for Autos.....	117
New Goods and Specialties.....	118-121
Business Opportunities	123
Running Things Into the Ground.....	124
Improper Use of Drainage Systems	128
Blind Advertising	132
Questions and Answers	136
Chimney Flues	142
Why Seven Is Considered a Lucky Number.....	144
Buyers' Classification	156-161
RETAIL SELLING PRICES	146-155



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R. L. SHEARMAN :: :: :: Associate Editor

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507 Pioneer Bldg. Seattle, Wash.	415 Exchange Bldg. Los Angeles, Cal.	211-215 Scott Bldg. Salt Lake City, Utah
730 Eleventh Ave. Helena, Mont.	220-225 Pacific Bldg. Vancouver, B. C., Can.	

Accidents do not just happen. They are caused.

You are working for yourself, no matter who hands you your pay envelope.

The job in life that presents no obstacles is the least interesting of all jobs.

VALUABLE TREATISE ON WINDOW TRIMS

The "HARDWARE WORLD" counts itself very fortunate to be able to present to its readers this month what it believes to be the most helpful and authoritative article on window displays ever written, by Mr. John E. Hardy, of the Honeyman Hardware Co., than whom there is no more expert window trimmer in the United States.

This article, illustrated by three or four samples of his work, appears on pages 78, 79, 80 and 81. Any hardware merchant or salesman who will study out the ideas advanced by Mr. Hardy can not help but be greatly benefited.

Mr. Hardy speaks from a knowledge and experience covering many years, and while it has been necessary to reduce the photos in order to get them into our pages, they will give a very excellent idea of the arrangement and the effect produced. It should be read and carefully preserved.

RETAIL MERCHANTS FREQUENTLY LACK SALESMANSHIP DISPLAYED BY CUSTOMERS

Frequently retail merchants tell us they "haven't the heart" to advance prices on goods they have in stock, and which they bought before the present advances were made.

Again they say their "customers will not stand for such advances," or the further question will be asked as to "why should they advance their prices when they did not pay the present market price for what they bought.

Did you ever know of a farmer selling his grain at the prices of last week or even yesterday's prices if today's market prices are higher than yesterday?

Even though it doesn't cost him as much to produce his crop this year as it did last year, the farmer considers, and rightly so, his crops are what the present market justify.

Even if he is able to effect any economies in the purchase of his grain or potatoes or fruit or in the seeding, cultivating or harvesting of it, he feels he is rightly entitled to this increase in price.

He realizes that if the market price on crops should decline, he would have to sell at whatever is the market price, and when prices advance, on the contrary he should get the very best price that he can.

The same rule holds good with reference to the retail merchants. If their present stock of goods, which might perhaps be bought at an advanced price, should decline sufficiently so they would have to sell even at cost or even less in order to meet competition, he will be compelled to do so, notwithstanding the fact that they cost him even more than he can obtain for them.

This is a risk incident to the purchase and sale of merchandise. A merchant is short-sighted if he is not taking advantage of the increase in price in his line, just as he would be compelled to give the advantage in the decrease of market prices on similar commodities.

Mind your business. Let the other man alone. Sell your goods; do not bother about a single competitor. Do not be brought into any controversy. It is always safe to say a good word than a bad one.

A man's ideal figure usually has a dollar mark in front of it.

An expressman says that spinsters are uncalled for packages.

Beauty may be only skin deep, but it is nearly always effective.

Carelessness is the short cut to death.

QUESTIONS EVERY SUCCESSFUL MERCHANT SHOULD ANSWER

The following is a list of 25 questions being sent out by the National Association of Credit Men. There are doubtless hundreds of our readers to whom these questions might be asked with profit to themselves. It will, at least, call attention to certain features of their business that they may have overlooked.

1. What kind of business are you in?
2. Do you use any special system of keeping accounts? If so, which one?
3. Do your accounts show your total cash sales and total charge sales separately, yearly or monthly?
4. Do you keep a "Purchases Account" which shows you the total amount of goods bought?
5. How often do you take stock?
6. Do you figure inventory at cost or selling price?
7. Do you make allowance in your inventory for depreciation, or Dead Stock?
8. Do you make allowance for depreciation of store fixtures, horses and wagons, tools, etc.?
9. Do you know how many times you turned your stock last year?
10. Do you consider the stock you carry too large—or too small for the amount of business you are doing?
11. (a) Do you carry Fire Insurance on building? (b) Stock? (c) Fixtures? (d) Delivery equipment?
12. Do you keep an account of your expenses?
13. Into how many separate accounts are your expenses subdivided?
14. Do you own the building in which you do business?
15. If so, do you charge a fixed amount for rent as an expense?
16. Do you charge interest as an expense on capital invested other than on building?
17. Do you charge your own salary as an expense?
18. Do you charge your family living expenses to the business?
19. Are the goods taken out of your store for your family use charged as a business expense?
20. Do you charge off "Bad Accounts" annually?
21. Do you make up a "Profit and Loss" statement annually?
22. Do you know the total amount that you owe at least once a month?
23. Do you know the total amount that is due you at least once a month?
24. Do you discount your bills?
25. Do you know how much money you save yearly by discounting your bills?

THE BEST TRADE GOES WHERE IT IS INVITED

Failure to make money in any business is due to the failure to search out opportunities to sell, and then in a pleasant, entertaining way to tell the story of good goods well set so as to make a customer feel confident that you are the one man to supply a need that has been made so imperative that it must be satisfied. You may know your business, but if you have not made the people in your community feel it, your chance for their business is only a competitive one on price. You want a better chance—a preference, in fact. There are different ways of getting it, but all start with the effort you make. It is time to stop doing some of the things that your men can do and to start doing the things they cannot do. The first step will give you time to do what you must if you want profitable business. The time must be taken to think out plans of getting before all the people and what to say to each one individually when familiar with their personal needs. It is becoming more widely recognized that the best materials and workmanship are only in demand at a profit when the customer is sought out and the order is brought in.

LUCK

A little bit of effort,
A little bit of thought,
A little bit of daring and of pluck;
A little bit of courage
In the fight that's being fought,
All this is often looked upon as luck.

A little bit of vision,
And of faith, a little, too,
A bit of stern resistance when you're struck;
A little bit of purpose
In the work you have to do,
All this is in the masonry of luck.

A little bit of wisdom,
And the magic of a smile,
Some real determination when you're stuck;
The grit to keep on going
Till you make another smile,
Are catalogued and labeled under luck.

The wish to travel pathways
That were never trod before,
To hold the lines against the foes that buck,
To keep the spirit beating
When the flesh is weak and sore,
All this is in the parentage of luck.

To do the right when wrong
Would seem to fill your purse with gold,
To cling to truth, nor fear the devil's muck;
To play your part unselfishly,
Be ever brave and bold,
Herein you find the mystery of luck.

"Succeeding with What You Have"

Charles M. Schwab, Bethlehem Steel Magnate, Reveals
the Secret of His Success

THOUGH getting on in the world in the material sense is not the sole end and aim of human existence, the fact remains that the vast majority of mankind would sacrifice much, if not everything, in the way of culture for more cash, and is therefore more likely to be interested in a book on wealth-making by a millionaire than in a volume of essays by the greatest literary genius of the age. On this assumption "Succeeding With What You Have," by Charles M. Schwab, is sure of a large sale.

As a statement of the essentials to advancement in business it is one of the most compact, concise and clear ever published, and is worth a ton of the tedious, driveling, commercial uplift peddled by professional phrasemakers who live in a garret, or by alleged financial experts who operate in a small office on a back street and are mostly in arrears for rent.

Schwab makes no pretense of having mastered the trick of catchy sentences. As a writer of magazine or Sunday-supplement sermons for young men starting out in life he has too intimate a knowledge of the practical side of his problems to let himself go in flashy epigrams in which sound counts for more than sense. Schwab is no amateur when it comes to putting up commercial wisdom in tabloid form, and bringing out his meaning by apt antitheses.

For the student in the broad as distinct from the business college sense there is much in this book that is truly valuable. It is the psychology of the millionaire mind reduced to sixty small pages printed in large type and with never a word that calls for the dictionary.

Some time ago Schwab was offered sixty million dollars for a half interest in his Bethlehem steel holdings. It was far more money than a man of his intelligence could spend in a lifetime, but instead of jumping at the offer he talked it over with his wife.

"This is a big sum," he said to Mrs. Schwab. "Half of what I have is yours. What shall we do? If we sell, your share, invested at 5 per cent, would bring you over a hundred thousand dollars a month for the rest of your life."

"We wouldn't sell for five times that," said Mrs. Schwab. "What would I do with the money? And what would you do without your work?"

It explains the difference between industriously acquired and merely inherited wealth, and why magnates keep piling up their millions not from the greed of gold but from sheer love of their lifework.

Schwab takes little stock in the "natural

genius" theory when it comes to commercial success. He says:

"American industry is spilling over with big men who started life even with the leaders, with brains just as big, with hands quite as capable. And yet one man emerges from the mass, rises sheer above his fellows; and the rest remain.

"The men who miss success have two general alibis: 'I'm not a genius,' is the one; the other, 'There ain't the opportunities today there used to be.'

"Neither excuse holds. The first is beside the point; the second is altogether wrong.

"I have always felt that the surest way to qualify for the job ahead is to work a little harder than anyone else on the job one is holding down.

"The man who fails to give fair service during the hours for which he is paid is dishonest. The man who is not willing to give more than this is foolish.

"Nothing is so plentiful in America as opportunity. There are more jobs for forceful men than there are forceful men to fill them.

"It is a mistake to think that all great American fortunes have already been made.

"Bethlehem's biggest asset is not its rolling plants, its gun shops, its armor works, its rail mills; it is the men who make up its enthusiastic organization.

"The man who has done his best has done everything. The man who has done less than his best has done nothing.

"Nothing is more fatal to success than taking one's job as a matter of course.

"Captains of industry are not hunting money. America is heavy with it. They are seeking brains—specialized brains—and faithful, loyal service.

"The man who attracts attention is the man who is thinking all the time, and expressing himself in little ways. It is not the man who tries to dazzle his employer by doing the theatrical, the spectacular.

"There is no doubt that today industrial conditions favor the college man. * * *

But the college man who thinks that his greater learning gives him the privilege of working less hard than the man without such an education is going to end in disaster."

In addition to these maxims, behind each of which is a long experience of its truth, there are several good stories, and altogether the book is to be recommended as the voice of millions of dollars speaking in instructive, interesting, entertaining and thoroughly human tones.

A Jobber's Policy

Orders Turned Down for a Principle

ANY institution to be successful and permanent must have a policy and adhere to it. This applies to the retail merchant as well as to the jobber or the manufacturer. "Standing up for a principle" is good business, good religion and good politics.

Character is of slow growth, and the foundation of it is confidence, and no merchant, no matter in what line engaged, can hope to continue to grow, or even to retain his hold on his trade unless he "lives up to his principles" and regulates his actions in conformity with them.

"Resist Everything but Temptation."

Some one has said he "can resist everything but temptation." Successful merchants cannot afford to even yield to temptation when it comes to violating fixed business policies and principles, and yet we know that almost every day there is scarcely a hardware jobbing house but what has the temptation offered to them, often on a silver platter, as it were, to fill this or that consumer's order.

An instance of this nature was recently brought to the editor's attention, and it was also mentioned in some of the discussions at hardware dealers' conventions.

The jobber himself is not seeking any publicity on this account, because he feels he was only doing right by his dealer customers and acting in conformity with the principles he had established, and facts can be verified by anyone who wishes to know exact names and places.

A large fruit growers' association, composed of farmers, have been accustomed to purchase groceries for their members at wholesale prices, and the idea occurred to them that the same plan could be put into effect when purchasing hardware and steel products, which the individual members required for their own use.

Accordingly a hardware jobbing house which to some extent was considered as being affiliated with their grocery jobbers was given a list, aggregating more than \$1,000.00 of steel products for which it was desired to place an immediate order.

There was no question as to its financial ability to discount its bills, and there was every assurance that the business would be materially increased.

The jobber took the position, and went to some trouble to explain, both by correspondence and we believe by a personal visit, that it was not the right business policy for this fruit growers' association to expect or attempt to buy their hardware products at wholesale, when in immediate towns adjacent to where the farmers

live, were a number of enterprising and reliable merchants who carried stocks commensurate with the needs of the community, and who extended whatever accommodations were desired by the individual customers.

The writer was shown some of the correspondence that passed between the fruit growers and the jobbing house referred to, in which the sales policy of both the jobbers and retailers was explained at some length, and so convincing was this correspondence that the manager admitted its reasonableness and correct principle.

However, although turned down by the first jobber, he persisted in trying to purchase his goods at wholesale until he was given practically the same answer by all the other jobbers in the same city we believe. They all took the same view as to the proper methods of distribution even though the aggregate orders might amount to considerable more than any of their customers in the adjacent towns purchased at one time.

The inducement was held out that they "thought of opening a store" and carrying goods regularly to be distributed to their members at practically cost, but the jobbers did not consider this as being fair to the local merchants. The fruit growers had just about been "won over" to see the correctness of these principles for they themselves do not practice the same policy in disposing of their products under similar circumstances, or if the position was reversed.

About this time a representative of another jobbing house learned of the contemplated order or was asked to give his quotations, and he jumped at the chance.

The last jobber, however, is located in another city some hundred or two miles distant, and the order is promptly accepted and filled.

Considerable discussion is being had in the towns affected as well as in the retailers' organizations, who are endeavoring to correct such abuses. Wherever merchants gather this question will be agitated. Loyalty to their friends among the wholesale houses should be a firm and fixed principle with retail merchants. Reciprocity should not only be expected, but given.

What Would You Do?

The "HARDWARE WORLD" holds no brief to defend or justify the action of retailers, jobbers or manufacturers, where principles are violated and abuses such as this are engaged in. We know that there are always supposed to be two sides to any question, and any of our

readers have the privilege of presenting the other side if they wish.

There has been a marked change for the better in the relations between retail merchants and those from whom they purchase, and we believe that a dissemination of such information as mentioned would tend to create a greater reciprocal feeling. Men are often misjudged and misunderstood, and their motives called in question by those who are blinded by their own selfish interests.

Perhaps it would surprise some of our readers to know that there are some jobbing houses whose "policy file," if one could but read the correspondence, would show a number of similar instances.

TO THE TRAVELING MAN

Could I drink of the nectar the gods only can,
I would fill up the glass to the brim;
And drink the success of the traveling man,
And the house represented by him.

And could I but tincture this glorious draught
With his smiles, as I think of him then,
And the jokes he has told, and the laughs he
has laughed,
I would fill up the goblet again.

And would drink to the sweetheart, who bade
him good-bye
With a tenderness thrilling him this
Very hour, as he thinks of the tear in her eye
That salted the sweet of her kiss.

To the truest of hearts, and the fairest of hands,
I would drink with all serious prayers,
Since the heart she must trust is a traveling
man's
And as warm as the ulster he wears.

I would drink to the wife, with the babe on her
knee,
Who awaits his returning in vain,
And breaks his brief letters so tremulously
And reads them again and again.

I would drink to the feeble old mother, who sits
By the warm fireside of her son,
And murmurs and weeps o'er the stockings she
knits,
And thinks of her wandering one.

I would drink a long life and a health to the
friends,
Who have met him with smiles and good cheer;
To the welcoming hands that good landlords
extend,
To the wayfarer journeying here.

And at last, when he turns from his earthly
abode
And pays the last fare that he can,
Mine Host, of the Inn at the end of the road,
Will welcome the traveling man.

—James Whitcomb Riley.

HARDWARE MANUFACTURERS AND JOBBERS TO ELIMINATE ITEMS THAT DO NOT FIND READY SALE

Fayette R. Plumb, president of the American Hardware Manufacturers' Association, recently addressed Secretary Fernley of the American Hardware or Jobbers' Association as to the advisability of manufacturers and jobbers eliminating from their production and stock such items as don't find a ready sale.

President Plumb says he believes the average jobber requires \$600,000 to do as great a volume of business as he could do two years ago for \$400,000. Manufacturers are confronting this same difficulty.

We quote from the letter of President Plumb as follows:

"A study of the line of most any manufacturer who makes a long line of goods will reveal the fact that there are a number of sizes and patterns of various items which have either become nearly obsolete or else are called for by very few purchasers. The jobber who, in an endeavor to supply every possible want, carries such items in stock, usually finds that he has a very slow turn over.

"The manufacturers have not only this same difficulty, but in times like the present when every manufacturer is straining his utmost to keep up with the demand upon him, find their production is curtailed out of all proportion to the volume of the goods produced by having to stop to make up these seldom-called-for items.

"If the jobbers would look with favor upon an effort on the part of the manufacturers to eliminate such items from their product, we should be glad to point out to our members the advantage to be gained both in the release of unnecessary capital tied up and the increase in production of the standard, quick-selling items. Please understand that we do not mean by this to discourage the paramount duty of the jobber to introduce new or unknown articles for which a demand can be created, but simply to eliminate the nearly useless odds and ends which have been found by experience to command a very slow sale."

Hardware Jobbers' Response.

Secretary Fernley submitted the matter immediately to the members of their association, and the replies received were enthusiastic as to the desirability of the movement.

Retail merchants can well follow along this same line, and now is the time for concentrated effort and move in this direction.

Visitor—Don't you want good roads?

Farmer—Oh, I dunno; I got no horse er wagon and there ain't no place around here that's worth goin' to.

KEEP YOUR PROMISES

Keep your promises—so don't make any you can't fill.

Don't make any in conflict with agreements.

Neglecting the exact terms of a definite promise is often a very serious thing.

The keeping of promises in business transactions is the "sheet anchor" in the establishing of credit among one's business associates.

The world of business places great value on promises.

Not only in all business transactions but in everyday life the keeping of promises should be looked after with care.

Whatever you do, keep your word, for the man who breaks his promises even in little things is sure to break them in the more important ones.

It is a good plan when making a promise as to appointments to jot down in a memorandum book the hour, the place and the man's name so that no mistake can be made.

It is a question of obligation that is not cancelled until it is paid.

The man whose promise or word can be relied upon is the one whose influence is far-reaching in any community or in any business.

Keep your promises—so don't make any you can't fill.

HAVE A DEFINITE POLICY

Define your course of action. Have a definite goal. Be concrete in your beliefs and desires. Be sure you know what you want and why you want it; then go to it and don't give up until you land it.

Don't vacillate or hesitate. Don't change your mind with every change of the wind. Have a policy and stick to it. Of course you may be wrong, but it's ten to one you are right if you have used your gray matter in preparing your case. If you are wrong make them show you before you change your mind.

Demand proof; otherwise stick to your course. A definite policy, firm will-power and bull-dog tenacity will land you on top, where uncertainty of action, doubt and vacillation will surely lead to failure every time. No business is successful unless it has a well-defined policy which is indelibly impressed upon the mind of every employe. The public looks for the policy of a business and has no faith in any concern whose policy is indefinite or vague. It is good business for any business to establish a definite policy and to advertise it extensively. If you want to win in any activity, first study your case, then define your policy.

Maybe you don't think your judgment is good, but offer it anyhow. One mistake may sharpen your wits.

Retail Market Prices in

MAIL ORDER HOUSE METHODS

Herman Rosenthal, advertising manager for a Chicago mail order house, recently appeared before the American Ad. Club, and in his address enlightened the Club regarding one of the methods by which his company extends its trade. Mr. Rosenthal is quoted as saying:

"We have a bureau whose duty it is to read each week the country newspapers from all over the country. There is not a paper of any consequence in our trade territory that our bureau does not get. This bureau looks over these papers, and when it finds a town where the merchants are not advertising in the local paper, we immediately flood that territory with our literature. It always brings results far in excess of the same effort put forth in a territory where the local merchants all the time use their local paper."

This statement is illuminating. Where the local merchants are aggressive and advertise in their local papers the mail order houses find no encouragement to spend their money and energy. Where the local merchants are heedless of their opportunities and do not advertise, there the mail order house finds a fertile field. The catalog house finds it hard to gain ground where the local merchants are wide awake.

THE MONEY YOU BUY

What is the price you pay for the money you receive? What do you give in exchange for the money with which you replenish your stock of merchandise, meet your business expenses, provide food and shelter for yourself and your family, and erect a protection against the "rainy day?"

Obviously, it can only be something which the man-with-the-money wants more than he does that same money.

"Money," remember, is nothing by itself. One can not eat it nor wear it; money is only a means.

Forget that word "money"—"price"—and think that you are purchasing business with service.

You can deliver a one-time order of merchandise and receive a one-time return of patronage. The exchange has been equal—one item for one item.

And the law of exchange will not change.

Add to that one item of merchandise, the items of courtesy, intelligence, full measure, service and you will receive in return, added to the one item of patronage, the additional items of confidence, continuance, personal publicity and permanency of trade.

This Issue a Good Guide

A Retail Business Without Open Book Accounts

A Method Successfully Pursued by a Large Retail Institution Whether the Purchase is for 10c, \$10.00 or \$100.00, Customer Signs an Order and Contract, Agreeing to Pay Interest and Attorney Fees if the Account is Given for Collection

IF the average retail merchant was told he could successfully conduct a retail business without open book accounts that he could get his customers who did not pay cash for their purchases to sign a note or contract, he would doubtless throw up his hands in "holy horror" and say it couldn't be done.

But the Editor of the "HARDWARE WORLD" personally knows that not only can such a method be successfully followed, but that no loss of business resulted, and that when customers have been educated to see the advantage of it, they will welcome such a method.

In a certain Western state is a large retail hardware and implement establishment. The people to whom they sell are just as intelligent, just as progressive, have the same "human nature" and characteristics as the people in any other part of the country. There is absolutely no difference; human nature is much the same the world over.

Some time ago, their manager conceived the idea that where sales were not made for cash, in order to avoid any possible dispute as to the correctness of the account, or as to whether or not the goods were purchased and that a complete record might be had, prepared the order and sales contract, of which we are privileged to show a copy herewith.

This contract has been tested in the courts and has proven highly satisfactory. Practically no book accounts are carried by them, whether the order is for a 10c package of nails, a \$10.00 plow or a \$100.00 wagon, the same method is followed in each particular case, no matter how small the purchase.

The blanks are properly filled out, the amount is extended and the date on which the account is to become due is stated at the time of purchase and the contract is signed. Interest is provided for at certain time, in thirty days, sixty days or ninety days, or whatever is agreed upon, the terms are entered in the contract at the time of the sale.

The full name of the salesman is signed as well as the full name of the purchaser to make it binding.

How It Works.

If the customer should send his hired man, or some of his neighbors, the same methods are followed, the customer's name is signed by whoever obtains the goods and then his own name is signed underneath.

These contracts are duly numbered, and a

record made of the name and amount, as the contract shows all details of the purchase. When the time for payment arrives, if there is any dispute as to whether the goods were obtained or not, the contract gives full information.

If a customer should deny getting the goods, the name of the party who took them is in evidence, and it is very easy to find out what he did with the goods or by whose authority they were obtained.

There is little opportunity for dispute for the purchaser can always be traced.

When a customer wants to know how much he owes, a memo of the amount of these sales contract is given him, or he can see the original contracts giving all details.

It will be noticed the contract provides attorney fees. This has been found to be a very effective way in obtaining settlement. No one will dispute paying an account when they might be liable to pay attorney fees of \$5.00, \$10.00 or \$25.00.

Customers who at first objected to signing this contract had it explained to them that it was a method of enabling them to check up their account and know who obtained the goods, which were signed for when taken. It was a matter of economy for the dealer as well as customer. There is no chance for "forgetfulness." Proper understandings or arrangements at time of sale thus avoid opportunities for dispute.

When the amount is paid the lower half of the contract, which is a note, is cut off and given the purchaser, the upper half is retained as furnishing all the record of sale that may be needed for reference.

The editor of the "HARDWARE WORLD" believes that this is a policy that could be followed by many of its subscribers among retail merchants.

We should be glad to hear from any of our readers with reference to similar plans or methods they have found effectual.

Some one sent us copy of the "Hardware World." We certainly want to receive every copy regularly. Find our subscription enclosed. We got many times more value than the yearly subscription price out of this one issue alone.

BAIN HARDWARE CO.
Texas.

COMPANY

-191-

Company by

P. O.

P. O.

P. O.

and the undersigned the following described property:

[illegible]

This sale is made by the _____ Company, a _____ Corporation (whose corporate existence for all purposes is hereby admitted), hereinafter called "Company," party of the first part, in pursuance of this order given and purchase made by the purchasers, endorser, makers and guarantors, parties of the second part, and subject to the conditions herein stated: said second parties, for value received, hereby jointly and severally agree to pay to the Company, its agents, or order, at _____

..Dollars.

on or before the following dates:

with interest thereon at the rate of.....per cent per annum, from.....191...., until maturity, and at the rate of one per cent per month from maturity until paid, or judgment is rendered; and seven per cent per annum after judgment; interest payable quarterly.

If said principal sum and the interest due thereon be not paid upon the dates above stated, an attorney or collector may be employed by the Company and in each case said second parties jointly and severally agree to pay ten per cent of the aforesaid original principal sum and interest due thereon as a collection fee, if collection be made without suit, and a reasonable attorney's fee in case suit is brought to enforce such collection.

The express conditions of this transaction are that the title and right of possession to said property remain in said Company until each and every of said amounts and interest mentioned in this contract, and any judgment rendered thereon are paid in full; and the said Company, or its agents, or the holder of this contract has full power to declare this contract due and take possession of said property without the consent of the second parties, and to sell, lease, mortgage, or otherwise dispose of said property, and to receive the proceeds of such sale, lease, mortgage, or otherwise disposal, and to make any payment provided for herein, when the same is due, or at any time before the payments herein provided for are all made in full, attempt to sell, injure, mortgage or otherwise dispose of said property, the Company may repossess the same; and said second parties hereby authorize and empower the said Company, or its agents to enter the premises, wherever said property may be, and take and carry away the same, hereby waiving any right of the second parties to be heard or to be present at any sale, lease, mortgage, or otherwise disposal of said property, and the second parties that they will not sell, injure, mortgage or otherwise dispose of said property or suffer the same to be attached or exposed to the weather or otherwise injured, except on the written order of said Company.

In case this property is repossessed under this contract, the Company may sell the same at public or private sale, either with or without notice, and apply the proceeds of said sale on this contract, first deducting the costs and expenses of taking, repairing, keeping and selling of said property, and in such or any sale of said property, said Company may purchase the same, or it may, without sale, endorse the reasonable value of said property on said contract and said second parties, and each of them, agree to pay any balance due said Company by the terms of this contract after such endorsements, as damages and for the use of said property, and any unpaid balance to become due and payable immediately.

Said second parties, each and severally, agree with said Company to waive notice of assignment before maturity and presentment for payment, protest, and notice of protest and non-payment, and all defenses because of any extension of time of its payment given them or either of them by the holder hereof.

As to the obligation hereby created, real or personal, they now own or force or that may hereafter be enacted.

It is further agreed that said parties shall fully insure said property for the benefit of said Company and pay all taxes thereon until the full purchase price is paid.

The Company makes this sale subject to warranty written on the reverse side of this contract and it is expressly agreed and fully understood by all the parties hereto that no verbal agreement, warranty, guarantee or representations whatever is binding on either party or any of the parties hereto, or otherwise, except as it is written on the back hereof. This written contract contains all of the terms of this order, purchase and sale.

CO., By.

ITS SALESMAN

PURCHASERS

The above goods delivered O. K.....191.....

Digitized by Google

PROPERTY STATEMENT

I, one of the subscribers of-----Post Office,
 County of-----State of-----
 for the purpose of obtaining credit to the amount of the order and purchase on the
 reverse side of this paper, do hereby represent and certify that I am over twenty-one
 years of age and own in fee simple and hold the title in my own name to-----acres
 of land in Section No.-----Town of-----Range No.-----
 County of-----and said aforesaid state, with-----
 acres improved, worth to sell-----Dollars,
 which is not encumbered by mortgage or other lien except for-----Dollars,
 as follows:-----

I own personal property over and above all indebtedness, worth to sell-----
 -----Dollars, and there are no judgments against them

Witness:-----Signed-----

AGENT: In case there is more than one purchaser a copy of this statement should be made and attached hereto.

WARRANTY

We guarantee farm implements and spring work for one year from date of sale, and automobiles and all farm machinery and agricultural implements for the first season. This warranty is against defective materials and workmanship. Parts claimed to be defective must be presented for inspection at our office at ----- and if pronounced defective by us, duplicate parts only will be furnished free f. o. b. factory. We do not warrant tires, springs or paint, neither will we pay repair bills.

It is further agreed that a defect, within the meaning of this warranty, and any part of the machine, attachment or article, shall not, when such part is capable of being removed and repaired or replaced, operate to condemn said machine, attachment or article.

It is warranted that the machinery and goods hereby sold are made of good material, and durable with good care, to do as good work, under the same conditions, as any made in the United States of equal size and rated capacity. If properly operated by competent persons with sufficient steam, gasoline, horse or other power, as the case may be, and the printed rules and directions of this company and of the Manufacturers are intelligently followed. If by so doing, after trial of five days by the second parties, said machinery or other articles shall fail to fulfill the warranty, written notice thereof shall at once be given to the Company and also to the Agent through whom received, stating in what parts and wherein it fails to fulfill the warranty, and a reasonable time shall be given to said Company to send a competent person to remedy the difficulty, the second parties rendering necessary and friendly assistance, said Company reserving the right to replace any defective part or parts, and if then the machinery cannot be made to fill the warranty, the part that fails is to be returned by the second parties free of charge to the place where received and the Company notified thereof, and at the Company's option, another substituted therefor that shall fill the warranty, or the notes and money for such part immediately returned and the contract rescinded to that extent and no further claim made on the Company. Failure so to make such trial or to give such notice in any respect shall be conclusive evidence of due fulfillment of warranty on the part of said Company and that the machinery is satisfactory to the second parties, and the Company shall be released from all liability under the warranty. Any assistance rendered by the Company, its Agents or Servants, in operating said machinery or in removing any actual or alleged defects, either before or after the five days' trial, shall in no case be deemed any waiver of, or excuse for any failure of the second parties to fully perform the conditions of this warranty, when at the request of the second parties a man is sent to operate the above machinery, which is found to have been carelessly or improperly handled, said Company putting the same in working order again, the expense incurred by said Company shall be paid by said second parties. If any part of the machinery fails from defect of material while this warranty is in force, the Company has the option to repair or replace the same on presentation of the defective part or parts, but deficiency or defects in any piece shall not condemn other parts, and the second parties expressly waive all claim for damages on account of the non-fulfillment of said warranty by any of the described machinery. A failure to live up to any of the provisions hereof or to make any payment as heretofore provided in this contract or to comply with any of the conditions of this warranty on the part of the second parties, or any abuse, misuse, unnecessary exposure of machinery or waste committed or suffered by the second parties, or carelessness on their part or inefficiency in handling of the said machinery discharges the Company from all liability whatever.

The Company assumes no liability for non-shipment, delay in shipment or transportation. Acceptance by the second parties is a full waiver of any claim for delays in filling this order arising from any cause. Adjustment or devices specially ordered and which are not held in stock or made by this Company are not warranted. Any misrepresentations or concealment as to lawful age of any signer hereof, and as to the ownership of property offered as additional security, as well as that indicated in the property statement herein over his signature, constitute a waiver of all warranties, guarantees or representations on the part of said Company; each and all of the parties of the second part represent that he is an experienced and practical operator of said machinery or that a competent operator will be engaged therefor; and that the printed rules, suggestions and directions of the Company and of the Manufacturers for the operation of said machinery will be carefully and intelligently followed.

It is further agreed that no change or modification in the price, terms of payment or securities, and no change or substitution of one style or size of machine for another, will in any manner change, modify or vary the terms of the warranties herein contained, and that such warranties and no other shall apply to such substituted machine, attachment or article.

It is expressly agreed that the warranties and conditions herein contained as to power, capacity, construction or durability do not apply to rebuilt or second-hand machinery ordered herein or hereby sold. Such machinery is sold at greatly reduced prices, and is only warranted to be in good running order when it leaves the Company's store. It is agreed that the Company does not guarantee time of arrival of the goods ordered, purchased and sold, and if any part of the goods is damaged in transit, the Company reserves the option to repair or replace the damaged machinery as may be necessary, and in consideration thereof the second parties will assign to the Company any claim they may have for such damages.

Said second parties further agree that in case they refuse to accept said machinery or other articles, as the case may be at the time and place above specified, or in case they cancel this order, they will pay to the Company fifteen per cent (15%) of the above contract price which is here agreed upon as damages for the labor performed by the Company and as damages for breach of this contract, and in case of shipment they will pay the Company in addition to the above, the freight on said machinery or other articles from place of shipment to the above named place of delivery and freight for reshipping said machinery to

The Property Statement and Warranty shown above is printed on the back of the order and sales contract, referred to in the previous page.

The "Hardware World" will be interested to have the experience and views of any of our readers on this method of conducting a business without open book accounts.

GOOD AUSTRALIAN REPRESENTATIVE FOR AMERICAN MANUFACTURERS

Editor "HARDWARE WORLD":

We desire to thank you for your personal kindness with reference to putting us in touch with a large number of American manufacturers when we called to see you last year. While a number of the manufacturers were already represented in Australia and New Zealand, we made connection with several manufacturers whom you recommended for whom we have done a large business.

Among them are the Phoenix Horseshoe Co., Wrought Washer Mfg. Co., Cary Mfg. Co., Fowler Nail Co., Columbus Bolt Works, etc.

We now desire to connect with manufacturers of wrought pipe and galvanized wrought pipe and fittings, enameled ware, agricultural tools such as hay, manure and spading forks, shovels, picks, mattocks and grub hoes, valves and fittings, nails, spikes, tacks of all kinds, screws, hinges, brackets, door bolts and other hardware, saddlery hardware. To this end we would be very glad if you would call manufacturers' attention to the fact that we desire to act as selling representatives, through the medium of your journal.

Manufacturers desiring to enter this field should quote f. o. b. San Francisco or New York, whichever port is nearest. Prices required are the manufacturers' best export prices to the Australian wholesale trade. Goods must be properly and strongly packed for export in steel strapped cases. We do not carry stock, but sell from samples. Samples are absolutely necessary for the business. Sales are made for cash either New York or San Francisco and merchants pay either through letter of credit or through New York export houses. Naturally in answer to direct inquiries through export commission houses the same prices must be quoted to us.

Direct representation by local agents who are all the time in thorough touch with the trade and with local conditions and requirements, is the only satisfactory method of building up business here. Manufacturers need to note also that it is of no use quoting prices "subject to change without notice." Their competitors are represented on the ground by live agents in possession of the actual prices on which business will be accepted and executed. It takes some four weeks for a letter to reach here, while any increase to take effect sooner should be wired.

We shall be glad to refer manufacturers to any of the firms mentioned or to the Philadelphia Commercial Museum. The writer is a qualified attorney, well known to your U. S. Consul-General here, Mr. J. I. Britain, the commercial agencies, etc. We do not handle any moneys ourselves.

We only desire to represent first-class manufacturers whose lines are so big they can quote attractive prices against any competition. We cover the large centers of Australia and have resident representatives in New Zealand and Queensland. Yours very truly,

ALEX. W. STITT,
382 George St., Manufacturers' Representative.
Sydney, Australia.

WORKING TO A PLAN

To picture yourself in the position that you most desire to occupy, to see yourself in the kind of house in which you most wish to live, wearing the apparel that you would most like to wear and associating with the persons with whom you would most like to associate, is one of the best ways of planting the seed from which the desired harvest may be realized. The clearer—the more distinct—you can make these pictures appear to you, the more inspiration you will derive from them, the greater the chance of realizing the ambitions which they portray.

When the plan has been once developed, however, the next thing is to put it into execution and it is here that the idle-dreamer fails. To construct a house, the preliminary step is to secure an architect's plans, yet the plans alone are of little value unless you have a builder to see that they are carried out. It is the latter who must attend to the details and make the structure a habitable one.

In constructing a career—in building the structure that we term "Success"—the same law applies. In fact, the "planning" is the easiest part, and will mean but little if we do not succeed in visualizing so clearly, or painting our mental pictures so enticingly, that we become imbued with a strong desire to make them a reality.

It is no weak, half-hearted determination that will produce this result. The desire that rouses the will to the action that we denote as "initiative" must be so ardent, so keen, so determined as to be practically irresistible. It is when desire has bred this determination in the heart, that the ordinary obstacles of life become but trivialities, and we plough our way to success, regardless of such factors as opposing circumstances and adverse environment.

Many people seem to feel that they are complying with all necessary obligations if they do what they are told, or "try" to do the things that they are told to do. With such ideas in mind, however, the attainment of even relative success becomes next to impossible.

Ask any man who has made a success to what principle he owes his advancement, and, in nine cases out of ten, he will tell you that his rise from the ranks of the wage-earner was due to the fact that he not only mastered all the details of his business, but that he also showed his employer that he could be depended upon to take the initiative.

Show Window Displays

Their Value to the Hardware Trade as an Advertising Medium

By John E. Hardy, with Honeyman Hardware Company

(Editor's Note: We wish we had the opportunity of personally introducing Mr. Hardy to each one of the thousands of readers of the "Hardware World," for you could not talk to him long without getting many excellent ideas with reference to window displays. But since it is physically impossible for many to meet him personally, the best we can do is to introduce you to him by photograph, and we assure you it has been very hard for us even to make an introduction in that way.

Mr. Hardy does not know that this note is being written, in fact, will have no knowledge of it until it is read by all of our readers; hence he does not have the opportunity of "censoring" or "deleting" this note.



We want to say he is without a superior and equalled by few hardware window trimmers in the U. S. His ability is only surpassed by his excessive modesty.

He is brimful and running over with the spirit of helpfulness, and his unselfish devotion to his work is found in but few men.

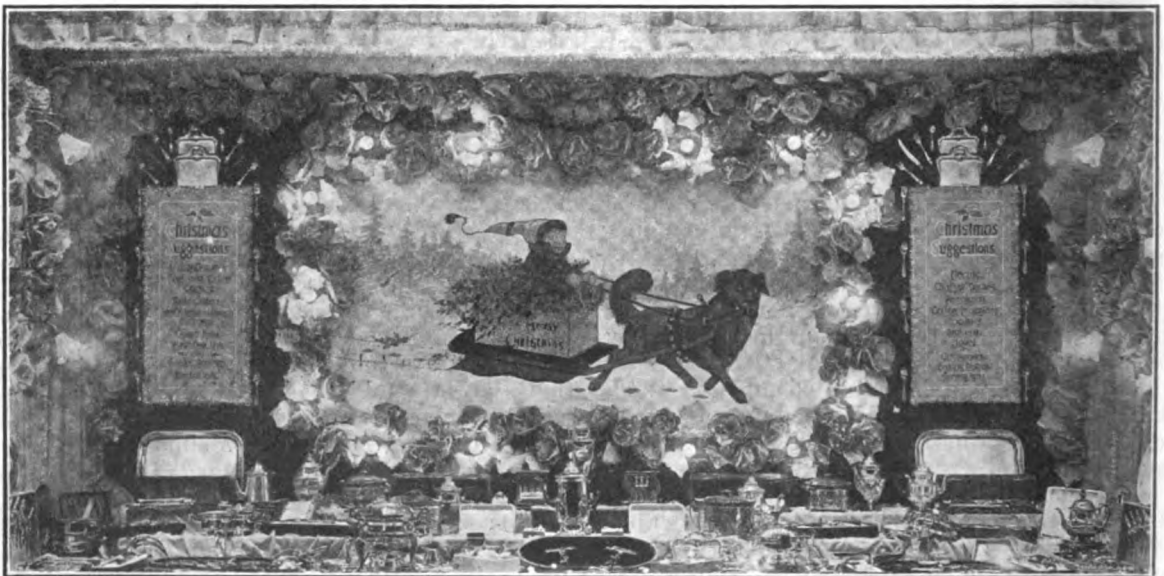
Aside from being an expert window trimmer who has won many prizes in national competition, he is a thorough salesman in its fullest and best sense, and is one of many loyal and zealous employees of the Honeyman Hardware Co. Any of our readers who visit Portland, Oregon, will find in Mr. Hardy an exceptional hardware man of high ideals and principles whom it will be a pleasure to count among their acquaintances.

AFTER so much has been said and written, from time to time in the columns of our trade magazines in reference to show window displays, it would seem quite impossible to say anything new or interesting on the subject.

Whilst many of the articles published have been handled from a theoretical standpoint, without the actual experience and knowledge

of the many little difficulties often attending the trimming of a window, they have withal possessed some merit and been of an instructive and helpful nature to the window trimmer.

In offering this article the writer has eliminated all theory from the subject and instead through a series of photographs endeavored to show the possibilities of show window displays as an advertising medium for the



No photo can do justice to the attractive appearance of the displays made by Mr. Hardy. This Christmas photo was a trade puller. Notice the Christmas suggestion cards at each side. In the lower part of the window are shown the goods suggested.

hardware store, and trusts that the information imparted will act as an inspiration and an incentive to the hardware trade in general to install more and higher grade displays in order to better meet the keen competition of the present day.

—o—

It is not the intention in this article to go into the minute details of trimming a show window, but rather to impress upon the mind of the trimmer certain well defined principles that must be employed in the making up of successful window displays. The writer has utilized these principles for the past several years, and knows full well their value as a medium for bringing business into the store.

—o—

Attractiveness, selling power and originality are the three greatest factors and foundations on which rest the building up of successful window displays. Every effort should be bended by the trimmer to bring each factor to its highest state of perfection and efficiency. Don't overlook the fact that one good display is worth a dozen poor or indifferent ones.

—o—

Importance of Background.

The background of a window being first to meet the eyes of the passing pedestrian, should, therefore, be made the magnet that will impel him to stop and make a more minute examination of the window's contents. Fully two-thirds of the time devoted to trimming a window should be applied to the treatment of the background display, that it be attractive. Latter day Saints call this the "punch" of a display.

Having brought the pedestrian up to your window through the means of an attractive background and to still further hold his attention it is essential that the trimmer exercise great care in the placing of the foreground display. All goods should be arranged in a neat and tasty manner that each article may be easily and carefully examined, keeping ever in mind that it is not how much you put in a window, but rather how the goods are displayed, that counts, and gives the window its greatest selling power.

—o—

The writer often wonders if the term "Selling Power" has any definite meaning to the window trimmer or has simply been accepted as a "figure of speech" employed by writers to impress their readers.

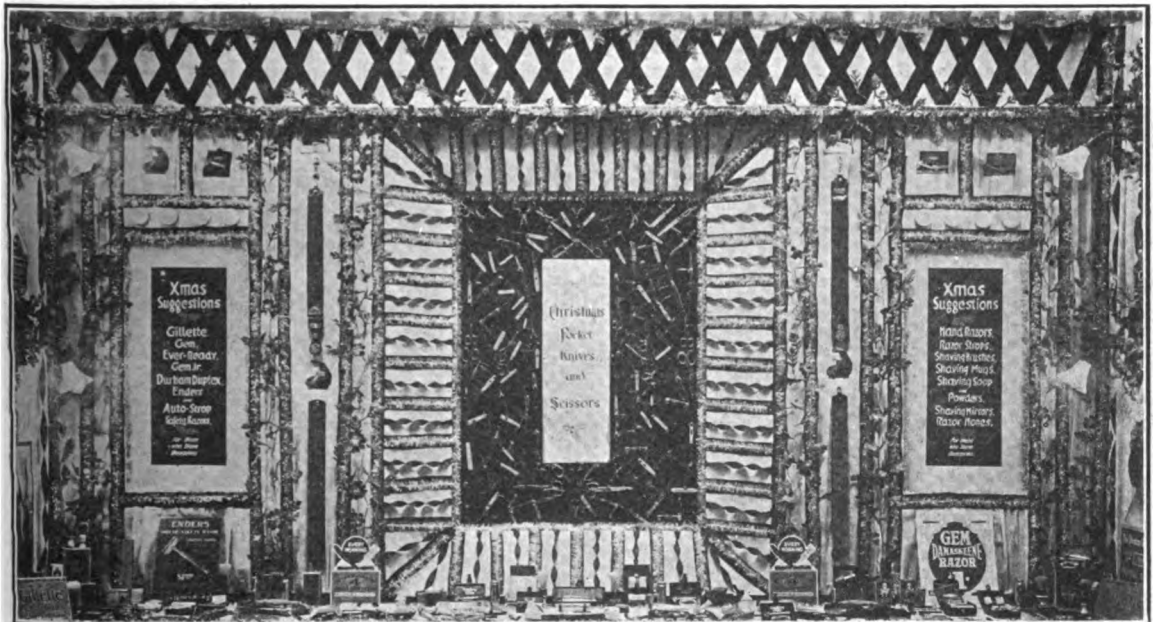
—o—

Figuratively speaking, Mr. Selling Power is the mute or silent salesman who presents to the gaze of the public the many things you have for sale, and whose utmost endeavor is bended towards creating in the mind of the prospective customer a desire to possess some certain article or articles on exhibit in the window. The success or failure depends largely on the efficiency shown by the window decorator, in preparing the display.

—o—

Goods Should Be in Perfect Condition.

The selling power of a window is considerably increased if every article in the window, as far as possible, be in a highly polished state and free from dust, rust or oil. This applies also to the plate glass of the window which



Here is another Christmas window of Mr. Hardy's. The suggestions are plainly printed, and the goods mentioned are all attractively shown. The Christmas sales resulting from this window gave the Honeyman Hardware Co. the largest Christmas business they ever had.

should be carefully looked after and kept clean and bright at all times.

Do not try to show too many lines of goods in the same display, especially if the goods are of a dissimilar nature. Cutlery and plated ware will work together, but should not be mixed with builder's hardware, tinware or kindred goods.

Individual displays of tools, fishing tackle, tinware, sporting goods, etc., are preferable as they possess a greater selling power when shown separately.

Price Cards a Question.

Price cards are used extensively by many dealers and in a limited way by others. It is a question whether it is most advisable to allow the "Silent Salesman" to quote prices or endeavor through high grade displays to induce the prospective customer to visit the sales floor where there is more certainty of a sale being consummated.

Some dealers would not consider leaving price cards out of their window, believing it stimulates sales. On the other hand, who is prepared to say how many sales are lost, through prices being a little bit higher than the fellow just around the corner.

If bunting is to be used as a drapery in decorating a window, care should be exercised in the selection of colors that will not fade quickly. White and gold are two very satisfactory colors to use, with the preference in favor of the gold. If a combination of colors is to be used in the display select those that will work harmoniously together, or you will have a display "out of tune." Harmony in color effects are important factors in the production of successful exhibits. Trade maga-

zines quite often print a list of color combinations which should be preserved by the trimmer as a ready reference.

How Often to Change.

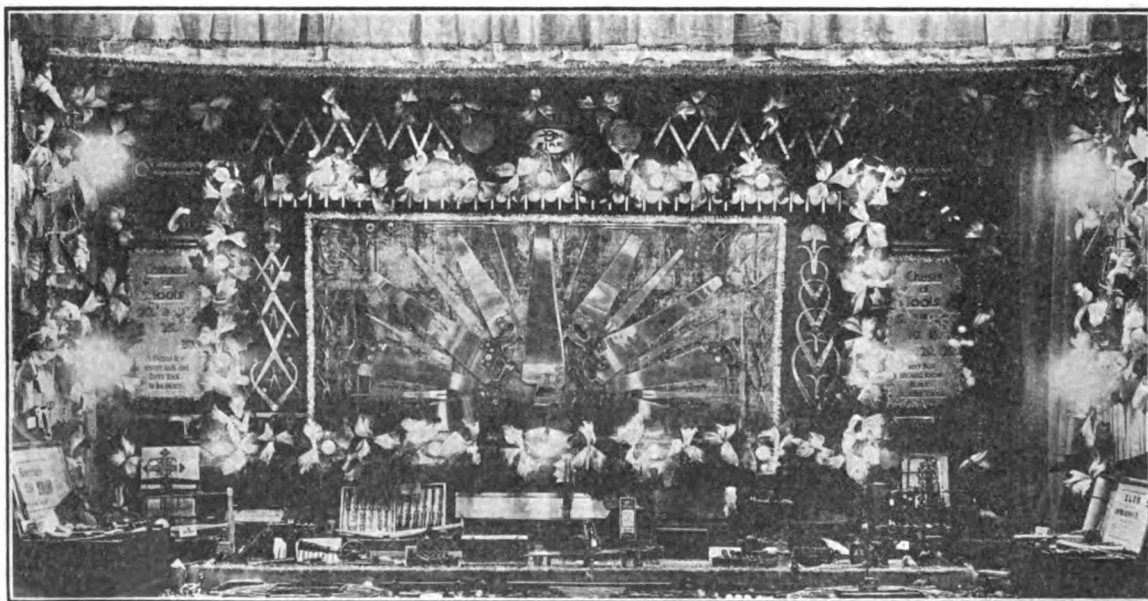
How often a window display should be changed is a most difficult question to answer. as local conditions vary so greatly in different localities that no specific time can be set for the change. The writer believes that the smaller the town, the more often the displays should be changed.

In larger cities where new faces are constantly passing the windows they can be left standing for longer periods, without their becoming stale. It is up to each individual dealer to exercise his own judgment as to when to make a change, as local conditions largely control such matters.

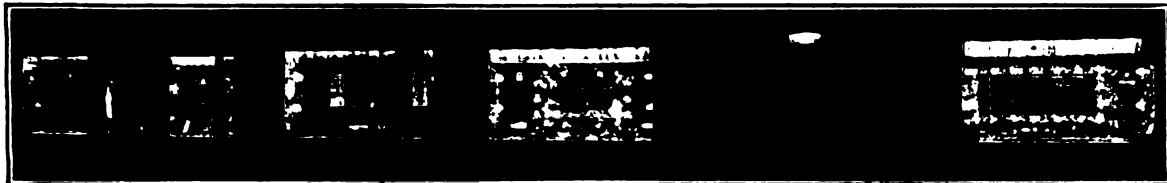
Seasonable goods should be placed on display before the season proper opens up, and kept on display a reasonable length of time. An occasional touching up and refreshing of the goods will prolong the usefulness of the display. This has reference to such goods as garden tools, lawn mowers, garden hose and its accessories, fishing tackle, guns and ammunition, stoves and ranges, sporting goods, etc. Special exhibits should be installed as occasion requires.

Lighting of Utmost Importance.

The proper lighting of window displays is of the utmost importance and should not be neglected at any time. Too much light cannot be used, the more the better. Burned out lamps or those grown dim through usage should be replaced at once. Hundreds of people like to examine window displays after night, and they should be offered the opportunity of doing so under most favorable conditions. A good impression of the display and



A GOOD TOOL WINDOW.



Here is an unusual photo of the front of the Honeyman Hardware store at night, showing the proper way in which windows should appear when lighted. The store entrance is shown to the right between the two windows. The lighting effect at night makes the windows fully as attractive, if not more so at night, if such a thing be possible. By using a little care merchants can make their windows work for them almost the full twenty-four hours.

store can be easily marred by a little neglect on the part of the trimmer in overlooking the proper lighting of his windows.

Don't Deduct from Goods to Be Sold.

It is inadvisable to place foreign attractions in a display that are not pertinent or directly connected with the goods shown in the window. It might be done at rare intervals just as a diversion, but should not become a fixed habit.

Many a good display has lost every bit of its selling power through some moving object that has centered the onlooker's mind on that particular thing without his being cognizant of any other article being shown in the display. Let such exhibitions be semi-occasional and of limited duration.

What Is Advertising?

Advertising is a means of placing one's self before the public in a manner that trade will be attracted to his store. Advertising is the life blood of every business. The two best means for advertising are (1) newspaper, (2) show windows. Both methods should be employed wherever possible. If, however, newspaper advertising is too expensive or not an altogether feasible method to use by the average hardware dealer, he must use his show windows as his advertising medium.

There are three kinds of show windows, good, bad and indifferent. The good display is the only one that brings a return to the dealer. Twenty years ago any old kind of a display would fill the bill, and even ten years ago anything would pass muster, but not so today. Rapid advance has been made in the past few years, and today our show window displays have been brought to a high state of perfection and efficiency. The day of poor show windows has passed as an effective advertising medium, and has been replaced by more "down to the minute" methods.

Window trimming as a name, is today a dead issue. The "art of window decoration" has displaced this old and antiquated word. The art of window decoration is not known nor can it be known to anyone who is lazy or who has not the true interests of the business at heart. It requires study, lots of it, and energy

galore to install good displays if you want to meet competition on an equal footing.

Wisdom and Salesmen Are Your Bait and Hook.

Some one with a "knack" for the business should be placed in charge of the window and held responsible for their proper appearance at all times. He should be supplied with books treating on the subject of window decoration which can be supplied by all the trade magazines at a minimum cost.

Your show windows must be made the "bait" and your floor salesman the "hook" that lands the nimble dollar. Not to use your windows to their fullest extent would be as foolish as for a man to take his gun and go hunting, and leave his ammunition at home. He'll never bring home any game.

Now, Mr. Hardware Dealer, the writer has told in as brief a manner as possible the fundamental principles involved in the installing of show windows that will sell goods and bring satisfactory returns to the dealer. This statement is not a matter of theory but of fact. What one man can do, can reasonably be done by others. You will be more than repaid by any added expenditure for the placing of high class exhibits. Mr. Dealer, the "buck" is up to you. Get busy.



WINDOWS WITH A PUNCH.

First Must Come the Diagnosis

BY F. C. HUBER

(The Author, who operates a farm equipment store in a town of 125 people, knows every night what the day's sales and profits or losses have been in each department, and he tells of some of the things systematic business methods have done for him; he urges the thought that before the business death rate can be reduced, we must know the cause of the business illness and the only way to a diagnosis is better cost-accounting systems.)

WE HEAR a good deal about the business death rate and what can be done to reduce it, and while I do not contend that all the trouble is of one origin, I do believe that most of it can be traced to the fact that most retailers do not have the right sort of accounting systems.

When you call a physician to see you, he first tries to make a diagnosis of your case. He tries to find what the trouble is before he attempts to treat you. And how can the business man ever hope to cure his troubles if he does not do the same thing—if he does not have a system that will tell him, all the time, where he stands?

Would Stop Over-Buying.

Over-buying is said to be one of the causes of business failure, and I know that it is, but this is a trouble that in almost every case would be remedied through the use of a plan to learn the facts about a business.

How can a business man who does not have a constant line on his stock in various departments know when he has bought enough? How can he know which departments or branches of his business are paying and which are not? How can he know how often his stocks are turning? And without such information, how can he possibly avoid the rocks that may wreck his business?

Uses Daily Report Sheet.

My hardware store (and I handle implements, tractors, cream separators, etc.) is situated in a town which, at the last census, had a population of 125 people, though of course my rural trade radius has several times that, and it is to the farm trade that I must especially appeal. And I might add, too, that 100 farmers have more money and have more needs that I can supply than 100 town people.

I use an accounting system which shows me each night how much goods I have sold, how much was for cash, what these goods cost, what the operating expenses of the store were, the amount collected on accounts, the sums I owe or have paid that day, and a complete inventory of each of my seven departments.

I know where I am every day, and so does my banker. He and I have a good deal of business together. He handles a good deal of the paper I take on sales of implements, and we have other dealings, and I want him to know just as much about my business as I do. Each

day I give him a copy of my daily report. He has a special file for the reports. I don't know whether he ever looks them over or not, but they are there if he does want them.

Adds Freight and Drayage.

When goods come into my store to be marked, I know what they cost, for on top of the price I pay I apportion to each article the freight and drayage. Each item carries its own freight and that, it seems to me, is better than charging it against the whole stock or the whole shipment.

Moreover, we check the freight bills as to weight and classification. The shipper does not always weigh the shipment carefully. Only a few days ago we saved more than 300 pounds on a tractor from Chicago, and in the course of a year we save a good deal. There is no reason why either my customer or I should pay the railroads unearned freight charges.

Not a Single Loss.

Partly through our accounting system, which I have designed myself, partly because of a system I use to keep in touch with the credit our customers should have, I have not lost a cent in bad accounts in the four years I have been in business. There was one little account of \$3.20 due me from a customer who died, leaving a wife and four little children, and I sent the widow a receipted bill for it, but it was a good account and would have been paid.

We have carefully systematized information as to the credit we should extend to our customers. We have a sheet pertaining to the credit of every customer, giving the name and address, whether he is a land owner or a tenant, the number of acres he tends, and information as to mortgages against his farm or stock and implements and below all this (some of which is supplied us by our banker who is in a position to know all these things) there is a space for remarks, on which the banker gives us the benefit of any special information he has concerning the man's resources or honesty.

Banker Is Glad to Help.

The banker is glad to help, not only because we are his customers and are glad always to do anything we can for him, but he often handles the notes of these same customers and by giving us information in advance, he makes the paper he takes that much better security. To all effects, he passes upon the paper before we take it, and that helps him and us both.



A sample of the coupon used by Mr. Huber as a means of making cash sales.

I don't believe the average small town merchant gets from the banker anything like the service he could or should, and at the same time, the banker in a small town can help himself by working closely with his merchant customers along such lines.

Encourages Cash Business.

There is a plan which two other merchants and I use in my town to encourage cash business which has been good for us and good for the banker also.

Because we felt that the cash customer should have some advantage over the credit customer—thus encouraging cash business—we offered a discount of 2 per cent for cash, to be returned to the customer in cash discount coupons, good for cash when he saves a dollar's worth and takes them to the bank. He may then either deposit the money or cash the coupons and use the money as he pleases, but one of our strongest points has been to encourage thrift, for that helps all of us.

If an account runs more than sixty days on our books, we charge 8 per cent interest for carrying it. We tell our customers that it costs us the 2 per cent to keep books and that the man who pays cash should have it back, and that the man who expects us to carry him for more than sixty days should certainly not expect other customers to help pay his interest by paying more for goods, for we have to pay 8 per cent at the bank, and it is only fair to pass this charge on to the customer.

When I decided to give a coupon worth 2 per cent in cash with each cash purchase and to charge 8 per cent on all accounts outstanding after sixty days, I went to the people with the story in advertisements in the county seat newspapers. I told them frankly that the long-term credit customer had been getting the best of all other customers and spoke in concise, interesting terms of the reasons why I could give 2 per cent back to the spot cash customer.

Lets Jobbers Carry Stock.

I learned some time ago to be wary of the fellow who wants to sell you something—who is full of tips about rising markets and all that sort of thing. I believe this policy occasionally loses me a little something, but on the whole, I am the gainer. I let the jobber carry

my stocks until I need them. I am in the retailing business and I can not afford—as I see it—to try to run a warehouse, especially for the storage of goods in which my own money is tied up.

Advocates Jobber Service.

I believe the time will come when the jobbers of this country and their salesmen will forget this eternal drive to sell goods, and really try to render the retailer a service—will try to help him sell goods. I believe sincerely that any big jobbing house could well afford to have one or two efficient men who would call on their trade for the purpose of helping them—installing accounting systems, training salesmen, giving selling ideas, etc.

As it is now, some jobbers do try to give us selling plans, and some of them are pretty good, but nearly every time they are hooked up with some plan whereby the jobber will sell us a lot of goods in connection with the plan.

In place of trying to help the retailer, the jobber is eternally trying to get him to buy, buy, buy, and I might add that this is just as true of most of the manufacturers who try to sell the dealer directly. In order to save 5 per cent or such matter, many a retailer allows himself to become loaded to the guards with goods he ought not to have.

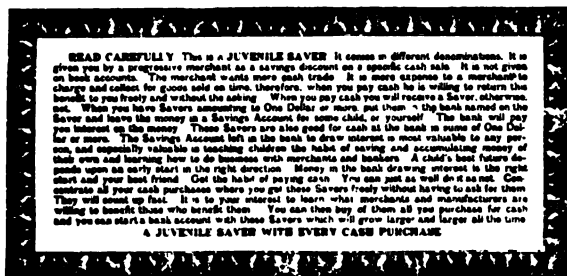
Goods Immediately Worth Less.

Just the moment the goods are on the shelf of a retailer, they are worth less than he paid for them, for he has paid freight and paid the profit of the jobber. They are not profitable until sold. If the dealer allows himself to be loaded, then he is up against it.

The business man who fails to take into account the thought that goods are worth less than he paid until they are off his shelves is certain to have too small concern about being overloaded and it is this kind of man who is gravy for salesmen who want to sell to him, rather than through him.

System Nearly Everything.

Of course a good merchant must have more than a mere accounting system. He must be able to advertise and to sell. He has to look after his credits and all that. But I never marvel at the number of retailers who go to the



wall each year when I realize how few merchants have adequate accounting systems.

I have had my systems ever since I went into business, and I don't know what it would be like to do without them—neither do I want to know.

Could Help Each Other.

On the other hand, I know that I could learn a great deal more from other men in my line if they had systems that would tell the story of their business. If we all had the right kind of accounting systems, think what meetings we might have and how much we could help each other!

I have heard of the movement of the advertising clubs to help provide accounting systems for the retailers of this country and I have been especially interested in the movement. If every merchant had a good system there would be less "competition of ignorance," which is the worst kind in the world. When the other fellow is losing money and does not know it and will not believe it, that is pretty rough for his competitor who does know.—Associated Advertising.

DON'T SEE HOW ANYONE CAN DO WITHOUT IT

I have been a subscriber to the "Hardware World" for five years or more, and I don't see how anyone in business can afford to be without it.

The retail prices which you are publishing each month are a splendid help to retail merchants. I have cut out and posted near the lines of goods the prices represented, and in most cases sell strictly by these prices. There will be a slump later, and where will one be if they do business according to the prevailing prices even though they do seem higher. With \$1.50 wheat a farmer can buy more per acre than when hardware was 50% lower in price.

In this valley the farmer is in fine shape, and to prove this will say that in the last 90 days we have sold for cash washing machines alone, to the amount of \$1665.00. They have a prominent place on my floor.

The lumber industry is now moving along fine. Many mills that have been closed for a long time are now working over time. Our box factory has just spent over \$10,000.00 preparing for the rush they expect this year.

The writer spent 20 years in one town in Iowa, and my greatest regret is that I was not in Oregon twenty years sooner.

ELGIN HARDWARE CO.

J. Loyal Adkinson has taken charge of the Miller Implement Co. at Grangeville, Idaho.

The Bassett Hardware Co., Washtucna, Wash., have been demonstrating the use of automobile accessories in connection with their business and report an increased interest in this line.

Linville Bros. have purchased the implement stock of R. B. Gaines, St. John, Wash., and intend putting in a line of hardware in addition to implements.

S. C. Wright recently opened a hardware store in Alhambra, Cal.

BETTER BUSINESS ACCOUNTING FOR HARDWARE MERCHANTS

The Associated Advertising Clubs with headquarters at Indianapolis, Indiana, in connection with various accountants and organizations interested in similar lines have prepared for retail hardware merchants a "Better System of Accounting," which they will furnish to retail hardware merchants including two binders and forms to last approximately one year for a total cost of \$25.00. This price includes an advisory service in connection with the installation and operation of the system and related matters of retail merchandising.

A book of instruction explaining in detail this system is so explicit and complete as to make the matter clear to every merchant, even if he has had no previous experience in book-keeping.

This work was undertaken only after a thorough investigation, and upon the advice of business men acquainted with conditions who believed there was an urgent need for better bookkeeping methods among the retail merchants.

This will undoubtedly be welcomed by many retail merchants who have felt the need of a better system of accounting, and will, we believe, meet their needs admirably.

ANNOUNCEMENT OF EVER READY AWARDS DELAYED

The American Ever Ready Works of Long Island City, N. Y., request that we advise our readers they have been obliged to delay the award in their \$3000.00 prize contest for a better name than Flashlight. This announcement will be made on April 5th. The award was originally advertised for December 25th.

They state they have received over 530,000 entries and suggestions, and the work of sorting and filing these in shape for the judges to examine has made it utterly impossible to complete the judging to date. They have been maintaining a special crew of 50 people on this work, and state at the very earliest April 5th will be as soon as the announcement can take place.

They advise us that in the meantime, however, they are sending window advertising material to some 55,000 merchants, so the reason for the delay can be explained.

AMERICAN HARDWARE IN BRAZIL

The Department of Commerce at Washington announce they have ready for distribution an 89-page report on the Brazilian market for hardware, this being the work of former Commercial Attache Lincoln Hutchinson. This is said to be the most important report ever made on this subject.

Brazil uses a great deal of hardware, but there are many obstacles in getting it into the market on a satisfactory footing. This report will give much valuable information.

Copies of this can be had for 15c by addressing the Superintendent of Documents, Washington, D. C., or by addressing the nearest district office of the Bureau of Foreign and Domestic Commerce.



TWO HORRIBLE EXAMPLES OF WHAT HAPPENS WHEN A CONTRACT IS SIGNED WITHOUT READING IT

(Copyright, by Elton J. Buckley.)

I suppose if I were to devote all these articles to advising business men not to sign a contract or an order until they had carefully read it and were certain they understood it, there still would be some who would read the advice and immediately sit down and do the very thing advised against.

In this article I present two cases which may be useful as horrible examples. I introduce the first through the following letter sent to me from a retailer in Latrobe, Pa.:—

One Paul Kirk, salesman for the "Bureau of National Literature," came into my place and wanted to interest me in the books of the speeches and letters of the Presidents. He represented to me that the Government was publishing and distributing these books. These are some of the expressions he made: "The Government is putting these books out at cost. They do not want to make any profit, they merely want the cost of production; if published by others would cost twice as much." I hesitated, but he persuaded me to purchase. He asked me for a deposit of \$19.50. I wrote him a check for the amount. He then asked me to sign a paper without giving me an opportunity to read it, which I was foolish enough to do. He then gave me a receipt for the amount of check and left immediately. I saw by the receipt that the books were published by the Bureau of National Literature. He never mentioned this firm in his conversation. I wrote him the check under the impression I was dealing with the Government. Three days later, when I saw what the contract said, I wrote, stating I wished to cancel the order, but they refused to cancel and shipped the books, which I have refused to accept. I know of others that were under the same impression that the Government was publishing and distributing the books. Can they force me to accept the books and pay for them? If not, can I recover the amount paid the salesman? In a duplicate sent me of the contract I signed is a clause saying the Government had nothing to do with the publishing of the books. Note this is the contract which I was not permitted to read. My ground for refusing to accept the books is misrepresentation.

Here is as good a case in point as could be found. A business man signs a contract, obligating him to pay money, without the least real knowledge of its contents. He reads it after he has signed it, and finds that if he had known what was in it he wouldn't have signed it.

He is completely and legally tied up by this contract, first because the law will hold him to

what he signed, on the ground that he should have known what was in it, and second because the false representation—even if he would be permitted to prove it—was not vital. The books were the same books no matter who published them, and they wouldn't have been different or better than they were even if the Government had been the publisher.

It is very seldom that one who signs a written contract will be permitted to testify to the verbal negotiations that preceded it. They are held to have merged in the written instrument.

The other case was recently decided by the Appeal Court of Pennsylvania. A manufacturer signed a contract to subscribe to one share of the stock of the Farmers' Produce Co., a local co-operative concern which was supposed to be floated with local capital. The contract read this way: "I, D. M. Hamsher, do agree to subscribe for one share of stock, at the rate of \$100 per share."

The company never got anywhere and the above subscriber failed to pay his \$100. He was finally sued, and defended on all sorts of grounds:—

1—That his subscription was conditional on the company selling 300 shares of stock, which had not been done.

2—That it was also conditional on the company buying certain goods of him at a certain price, which had not been done.

There were also some other defenses, but the two set forth above were the main ones. Both came to the same thing: that the paper which he signed as the subscription contract, was not the whole agreement. Yet he had signed it in the face of that.

The court threw all his defenses out, and said: "Secret agreements, varying the terms of a written subscription, absolute on its face, in the absence of fraud, are void, and the subscription is valid and binding. To make a subscription conditional, the condition must not only be in writing but must be a part of the subscription itself."

Of course this applies as well to any other contract. Being applied, it means that the above subscriber, when an effort was being made to induce him to buy the stock of this corporation upon certain representations, should have said "put all that in the contract." If he had, he wouldn't have to pay now.



John P. Maxwell, President California Retail Hardware Association, whose annual Convention will be held in San Francisco, March 7th, 8th and 9th. Mr. Maxwell operates one of the largest retail stores in the West. He is not so busy, but what he finds time to work with his fellow merchants to improve trade conditions.



Roy Smith, Secretary California Retail Hardware Association, who has served them most efficiently for a number of years. Mr. Smith is "alive and on the job." He maintains his enthusiastic interest in the work in which he is engaged.

CALIFORNIA HARDWARE DEALERS PLANNING FOR INTERESTING CONVENTION

The officers and members of the California Retail Hardware Association are looking forward with much interest to their 16th annual convention, which will be held at the Palace Hotel in San Francisco, March 7th, 8th and 9th.

As the secretary says in his call for the convention, the past year has been a most exceptional one from the standpoint of fluctuation and advance in price on all merchandise, especially in hardware. He also makes mention of the fact that thousands of dollars have no doubt been lost by hardware merchants who have not been in sufficiently close touch with the market conditions. This is one of the subjects that will be taken up and discussed quite thoroughly, and aside from other matters that naturally effect the interests and welfare of retail merchants, the opportunity of meeting with each other will doubtless be taken advantage of by a great many of our readers in California.

It is certainly worth while for everyone who possibly can to attend.

The California Retail Association has established a splendid reputation in matters of entertainment, and the convention this year promises to be an exceptionally good one.

The hardware and lumber business of George Wrang at Indio, Cal., has been sold to E. E. Black, who has taken charge of the business.

SOUTHERN CALIFORNIA HARDWARE DEALERS TO HOLD THEIR CONVENTION AT RIVERSIDE IN APRIL

Southern California Retail Hardware Dealers will hold their next meeting at Riverside, Cal., in one of the most interesting and unique hotels in the world, the Glenwood Mission Inn.

Riverside merchants are making preparations now to give the merchants and their friends who will attend one of the most interesting and enjoyable times they ever experienced.

Riverside is in the center of one of the famous orange-growing districts in Southern California, and is a most attractive and delightful residence city, with splendid boulevards, handsome homes, and as we have said, an hotel that is unique and known throughout the world.

Reference will be made to this convention in our next issue.

The Pace Hardware Co., Safford, Arizona, have added to their stock a complete line of harness and saddlery goods.

The Gardena Hardware Co., Gardena, Cal., have leased additional store facilities to give them the opportunity of carrying an increased stock in 1917. They report the outlook for business as most excellent.

A. N. Soliss of Monrovia, Cal., and N. P. Patterson of the Imperial Valley, have purchased business of the Fillmore Hardware & Furniture Co., Fillmore, Cal., from S. H. Mosher. Messrs. Soliss and Patterson are experienced hardware men. They are adding materially to the stock.



SAVED FROM BEING A POLITICIAN

Often a little instance in one's early life is the turning point in his career, and this was never more forcefully illustrated than with Frank J. Ries, western sales representative of the Chicago Spring Butt Co., Chicago, who has charge of their sales west of the Mississippi River.

As a young lad living in Iowa, adjacent to the home of Leslie M. Shaw, who afterwards was appointed Secretary of the United States Treasury, Frank J. Ries occasionally stoned chickens belonging to Mr. Shaw to keep them out of his own yard. Anyone would say this was perfectly justifiable, but one day young Frank was not as fleet of foot as he should have been, and he was caught and soundly spanked by the Hon. Leslie M. Shaw.

But for that happening today instead of selling Relax Floor Hinges and Triplex butts, and other products of the Chicago Spring Butt Co., who knows but what we should be writing a prefix before his name, and perhaps a long title after it, indicating his attachment to a high government position. Hon. Frank J. Ries wouldn't look half bad, would it? As a young man he had another political association, and not a "has been" either, for the Hon. James Wilson, Secretary of the United States Department of Agriculture, was another associate of Mr. Ries. It was in this association, when as a young man he went about the country under the "patronage, protection and pay roll" of the Agricultural College at Ames, Iowa, and under the tutelage of Mr. Wilson, showing the farmers how they could raise larger crops, what they should do to obtain better seed, how they should prepare their soil, etc.

Perhaps it was this intimate association with politicians in his early career that turned him

into paths which are far more honorable,—merchandising lines.

He has been connected with one or two of the largest institutions of the kind in the world, but with none does Mr. Ries enjoy the association as much as with his present connection, the Chicago Spring Butt Co.

It brings him in contact with a class of business men with whom it is a pleasure to associate, the hardware trade.

Aside from his pride in his connection with the institution with which he is identified, and his belief that Messrs. Keene and their associates are just about the most ideal men with whom to work, Mr. Ries takes pride in his young son, Harold, a lad of 17 years of age, who even in his early career has shown an inclination along financial lines, and some day may make him a worthy successor to his father, even if he doesn't go him one better.

We of course know it was not his father's early experience in keeping Leslie M. Shaw's chickens out of his garden that led his young son to take unto himself the title of "Egg King" on the Chicago market. Harold need not be surprised if we tell him his ability in shipping fresh eggs to the Chicago market and disposing of them at a good price is along the lines of legitimate merchandising. Naturally Mr. and Mrs. Ries are watching the development of their son with much interest.

While Mr. Ries has a big territory, the "HARDWARE WORLD" is glad of the privilege of making this introduction to its readers who have not yet had the opportunity of meeting personally, of a man who wants to co-operate with them to the fullest extent.

RUSSIA WILL NEED HARDWARE

Russia will buy American hardware after the war. It will be the most promising field in the world for extending our hardware business. Many months will be required merely to replenish depleted stocks. Such is the information contained in our latest hardware report—"Russian Markets for American Hardware."

Russia as a hardware market is little known to American manufacturers. Of the \$23,000,000 worth of such goods imported in 1913, the United States furnished only one per cent. Germany supplied \$17,000,000 worth. It doesn't require a very vivid imagination to see the opportunity that will confront us when peace is made. But it will require some real hustling and hard work to prepare ourselves to take advantage of this opportunity.

It is the sixth of a series on the hardware markets of the world and is issued under the supervision of E. E. Pratt, Chief of Bureau of Foreign and Domestic Commerce, of the Department of Commerce, Washington, D. C.

Like all others of the series it deals first with the general conditions affecting the sale of foreign hardware, and then takes up in detail the market for each article.

There are 111 pages in this number, but it can be had by sending 15c to Superintendent of Documents at Washington D. C., asking for Miscellaneous Series No. 46, Russian Market for American Hardware.

No postage stamps or mutilated currency is accepted in payment.

The Most Valuable Business Asset

By J. W. McEachren

Courtesy: Courtliness or elegance of manners; politeness; civility; complaisance; especially, politeness springing from kindly feeling—Century Dictionary.

THE aim of organization—says E. St. Elmo Lewis in the Engineering Magazine—is to overcome the five deadly sins of business—

1. Indifference.
2. Ignorance.
3. Discourtesy.
4. Lack of Sympathy.
5. Standpatism.

We prefer to call these "ills," not sins, because they are curable. Sins are supposed to be wiped out by forgiveness, but there is small chance of forgiveness where business sins are concerned; atonement so seldom is made, and atonement is necessary to complete the wiping-out process. But when we consider these "five deadly sins" as ills, or diseases, we see they are amenable to treatment and we grow hopeful of curing them.

We have taken the broad ground that, as most of the world's troubles are due to economic conditions, general peace and comfort and happiness are to be brought about and maintained through the constant practice of proper business ideals. Before we can have these business ideals we must cleanse the body of business of its imperfections. Mr. Lewis points out five of these serious enough to be called "deadly," and business will show wisdom in examining itself carefully to see whether or not it is afflicted by any of the five maladies, and then set about diligently to seek a cure for whatever ill may have been found.

We have made a diagram of these five "deadly" ills in order to emphasize what seems clear to us, that discourtesy in any form, at any point of a business organization, most likely indicates the existence of one or all of the five ills in that organization; that is, discourtesy may be taken as a symptom. Also to emphasize that courtesy is the most valuable asset any business or any man can have.

What warrant have we for assuming that there are ills—deadly ills—in the body of American business?

First. The offering of cures for these ills by so keen a student and analyst of our business conditions as Mr. Lewis.

Second. Recent striking evidence offered by no less an authority than The Americas, published by the National City Bank, of New York.

Third. Evidence on every hand that discourtesy—lack of "politeness springing from kindly feeling"—still shows its ugly head in many of our business dealings.

The testimony of The Americas is recent and authentic. Documentary proof is offered in abundance, and it reflects upon "a considerable number" of our business houses of the "best standing." The proof comes in the way of a protest from the Union Industrial Argentina, "a responsible association of leading business men," and it leads The Americas to say that it reveals "an almost unpardonable aggregate of slipshod export work, some of it hardly believable," and all of it tending "to cut the heart out of our export trade to South America."

Some of the things complained of no business man in the United States would dare to defend as honest, and no one of them could be defended as intelligent business. We have not the space to offer all of this testimony, let alone the mass of similar proof that has been piled up from day to day through the Commerce Reports issued by the Government Department of Commerce. We take it for granted that the evils do exist and consider it of greater importance to try to effect cures.

From our diagram it will be seen that four of the deadly ills manifest themselves in discourtesy. The discourteous person is indifferent to the feelings of others as well as to his own best interests; he is ignorant or he would know better than to lack politeness; he is lacking in sympathy which makes him fail to get a point of view aside from his own narrow one; and he most likely is a standpatter or he would know the progressive value of politeness.

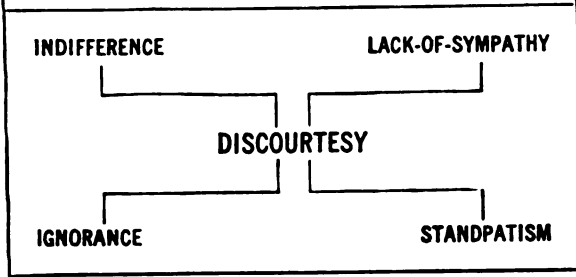
We unqualifiedly make the assertion that any man who is uniformly courteous, that is, whose "politeness springs from kindly feeling," will not be seriously afflicted with any of the "deadly ills" enumerated. The same is true of any business organization.

If discourtesy is a symptom of other ills—and itself the worst of them—the manifest cure for all of them lies in the cultivation of Courtesy. Even the "slipshod export work," mentioned by The Americas and now threatening to cut the heart out of our export trade to South America, would be a thing of the past if we studied courtesy more, and especially the Latin American conception of courtesy.

There is no emergency in business that may not be met with unfailing courtesy. There is no feature of business, however large or small, that will not be affected inimically by discourtesy.

There is no place in the business of today for any one who allows himself at any time or in any circumstances to be in the slightest degree discourteous. One discourteous man, even far down in the ranks, may offset largely the

THE FIVE DEADLY ILLS OF BUSINESS



efforts of a dozen courteous men, "higher up."

Business touches the public through persons. A corporation, for example, is known to the public solely through its personal units. Every one connected with a corporation is responsible, to a greater or lesser degree, for the success or lack of success of that corporation. The corporation is judged only and wholly through those who work for it.

The president may be a man whose unfailing courtesy to everyone springs from kindly feeling, yet, if his example is not followed all down the line without a single break, the effect of his courtesy on the business may be practically nullified by the closer and more frequent contact with the buying public of some discourteous—loud talking, rough mannered, grouchy, self-opinionated, overbearingly authoritative—employee.

Wherever the business touches the public the most intimately, there is courtesy the most likely to prove its claim to being the most valuable business asset.

We are looking at this matter now more from an ethical than a commercial point of view. While we are persuaded that courtesy in business is the surest road to business success financially, we find our greatest hope for the future in the effect that uniform courtesy in business is likely to have in making it perhaps the strongest factor in building up a body of ideals that eventually will govern all humanity.

Courtesy is solely a personal matter. If it does not spring from kindly feeling, then it is spurious and undependable. Superficial courtesy is likely to fail us at some critical moment. We know of one man who cannot say "no" in a business way until he "gets mad." The "mad" rubs off all the courtesy. Politeness springing from a kindly feeling, showing the absence of indifference and ignorance and "ruttness" or standpatism, and the possession of sympathy, can say "no" as though conferring a favor. It never loses itself, never grows boisterous, never forgets the rights and privileges of others, never turns away business.

Dr. Common Sense prescribes the cure for every business ill we may have—the continual administration of small doses of Courtesy, and

the complete elimination of everything in speech, manner, and method that even approaches discourtesy.

WELL KNOWN PAINT MANUFACTURER HONORED

At the annual meeting of the Chamber of Commerce of Philadelphia, Ernest T. Trigg, vice-president and general manager of John Lucas & Co., well known paint and varnish manufacturers of Philadelphia, was unanimously elected president. Mr. Trigg is known as one of the most progressive manufacturers of Philadelphia, and the Chamber of Commerce in choosing him as its chief executive has honored themselves.

Mr. Trigg has been connected with the paint manufacturing industry all his life, being a native of Aurora, Illinois, starting in as clerk in the office of a manufacturers' agent in Chicago a number of years ago when he was only 14 years old.

Ten years later he was sales manager of Heath & Milligan's plant in Chicago. In 1908 he went to Philadelphia as manager of John Lucas & Co., when he was elected vice-president in 1912. He has been active in the Paint Manufacturers' Association of the United States, having served as president in 1912 and 1913. He was one of the originators of the Paint Manufacturers' Association's plan to stimulate the sale of paint by a nation-wide advertising campaign. He is likewise trustee of Temple University and is a member of various organizations and clubs in Chicago.

E. E. LUCAS SUCCEEDS H. J. ALTNOW AS SECRETARY OREGON ASSOCIATION

At the annual convention of the Oregon Hardware Dealers' Association, held the latter part of January in Portland, the following officers were elected: Geo. W. Hyatt, President; W. A. Hudelson, Vice-President; Executive Committee, Chas. A. Archerd, Chairman; N. A. Bonn, A. F. Stearns, G. W. Griffin, E. A. Franz, Lot L. Pearce, F. H. Churchill, George Larkin and Perle L. Love. The last four are new members.

The Executive Committee elected E. E. Lucas as Secretary of the Oregon Association, succeeding H. J. Altnow, who stated he did not wish to be re-elected.

Mr. Altnow has served as secretary of the Oregon Association for a number of years, and no one could be more painstaking or careful in his work, or more zealous for the welfare of the retail merchants. He was actuated by a sincere desire to do all he could to benefit the retail dealers, and did a vast deal of work and investigation. He made many admirable suggestions of which the retail merchants could take advantage.

Mr. Lucas has served as Secretary of the Pacific Northwest Hardware Association for a number of years, and has likewise been a most efficient and capable executive. He will bring to bear with him in his new relations with the Oregon Association an experience and knowledge he will be able to use to advantage.

The interests of the Pacific Northwest Hardware & Implement Association and of the Oregon Association have always been very closely connected, and this fact has been further accentuated in the dealings which the merchants have with the wholesalers. Many of the Portland jobbing and wholesale houses maintain branches in Spokane.

The Pacific Northwest Hardware and Implement Association has an excellent office equipment and organization, and will be able to give the Oregon dealers the benefit of their Mutual Fire Insurance Association, which will be quite an acquisition and a feature the members of the Oregon Association will doubtless wish to have full advantage.

Further announcements will be made from time to time with reference to the progress of this Association.

POINTS TO WATCH WHEN YOU HIRE A BROKER TO SELL YOUR BUSINESS OR YOUR PROPERTY

(Copyright, by Elton J. Buckley.)

Cincinnati, Ohio.

About three months ago I decided to sell my business, and did a little advertising in the local papers without result. I then placed the matter in the hands of a broker of this city and agreed to pay him 3 per cent commission if he obtained me a purchaser for the business on my terms. It was quite a good-sized deal, as some real estate was included. I fixed a price on it and told him I would not sell for any less.

He had the business for about a month when he brought a buyer to me, who got the details, and said he would think it over and let me know. In a few days he came back and said he wanted to deal direct, as he did not like the broker. As I thought I would not have to pay commission, I agreed to sell to him for about \$500 less than the price I had made before, because that price included the broker's commission. The broker now says I owe him commission anyway, and says there is a clause in the agreement as follows:—

"In case the said business shall be sold to any person obtained or influenced by the said broker, the said broker shall be entitled to the said commission even though the purchase should be consummated between the said purchasers direct."

My position is that I do not owe this man a dollar, as the buyer refused to deal with him and it was not sold at the first price. Please advise me.

R. O. P.

There isn't the slightest doubt that you are obligated to pay the broker his full commission, and if you do not pay him he can get a verdict against you in any court in the United States. The case in my judgment does not admit of argument.

When a business man employs a broker to sell his business or to sell his house, or to sell anything, it is exceedingly easy to get tied up so that he will be obligated for a commission when he thinks he isn't. Usually a broker will insist on the client signing a contract, which should always be read with exceeding care. One such agreement which was brought to me bound the owner of a business to pay the given broker commission no matter who bought it, after it was placed in his hands, whether the buyer was obtained by him or not! Usually, however, brokers' agreements are reasonable, and merely provide for the payment of commission where a deal is made with a buyer which he obtains.

The law of such cases, in substance, is this: A broker employed to sell something on certain terms is entitled to commission where he is the moving factor in the sale, either by obtaining a buyer and carrying the deal through, or by merely obtaining a buyer and letting the parties make their own deal. He must be the responsible reason for the sale. And even if the sale is finally made on terms other than those which the seller first made, the broker is entitled to commission, if sale was made to his buyer on any terms.

For instance, there is a well known and very

recent case in which the owner of a valuable piece of real estate employed a broker to sell it. The broker was employed through the following letter: "The price of the property will be \$275,000, out of which we can allow you a 5 per cent commission. The property has been offered to others, hence this price is subject to prior sale." This was a coal property and the broker interested the secretary of another coal enterprise in it and wrote the owners that he was sending an engineer to examine the property. Some time later the owners wrote that the property had been sold, and, upon inquiry, it developed that the purchaser was the president of the coal company to whom the broker had introduced the property. The price paid was much lower than the price quoted to the broker. Thereupon the broker brought suit for his commission. He proved that it was through his means that the parties had been brought together, although after that he had had no part in the transaction, and the court said he was entitled to commission. The following is the core of the decision:—

It is insisted by defendant (the seller) that inasmuch as this property was sold for a less sum than the price named to the plaintiff (the broker) the latter is thereby barred from recovering anything for his services. The fact that this property was sold for a less sum than the amount named to the plaintiff cannot affect the plaintiff's right to recover. One who has employed an agent to sell his property at a fixed sum and on account of financial stress or otherwise takes the matter into his own hands and sells the property at a less price cannot thereby avoid the obligation he is under to pay plaintiff a commission. (*Claiborne vs. Brophy*, 236 Fed. 190. United States Circuit Court of Appeals.)

This is only fair. If the owner of a business or a property can employ a broker to get a buyer for him, and as soon as the buyer is gotten, take the deal in his own hands and refuse to pay the broker because it is in his own hands, the broker can always be robbed of the fruits of his labor.

The real point in most of these cases is, did the broker really get the buyer? Hundreds of times brokers have sued for commissions when they did not interest the buyer at all. For instance, in a Pennsylvania case, a man whom I will call A had been negotiating with B to purchase the latter's manufacturing business. The negotiations got nowhere, and six months later B put the business in a broker's hands. B went right to A as the logical man to buy the business, and there was some little negotiation, but not much. Six months more elapsed, and A, whose circumstances had meanwhile changed, got into the matter again on his own responsibility, and this time bought. The broker demanded to be paid, and when refused, brought suit. He lost his case, the court ruling that what he did obviously had nothing to do with the sale. But once it is determined that the broker got the buyer, it makes little or no difference what happens afterward—the broker can still collect his commission.

RUSSWIN

RUSSELL & ERWIN



The Russwin opens right up for quick, thorough cleaning. No bother digging out grooves and holes. The case is hinged in the middle; roll lifts out readily. Inside of cutter can be kept as clean as the outside—and as easily—a fact, that every housewife will appreciate.



This Food Cutter cuts clean—cuts the work of meal-getting—cuts lightly and easily 3 lbs. of food a minute! It's a great relief to the busy housewife who's always struggled with the old-style "meat grinders." Russwin cutters are self-sharpening, always keen for work.

EASY TO CLEAN



This cutter is so easy to clean, you'll find it easy to sell. For the difficulty of cleaning most food-cutters has tended to discourage their regular use in the household.

Housewives readily appreciate also, the cleanliness of the Russwin cutter when in operation. The gutter below the case carries all dripping juices to the dish, eliminating all untidiness with its necessary tiresome "cleaning up."

You'll want the credit—and the profit—of introducing this cutter. For it'll win many thanks, besides many dollars.

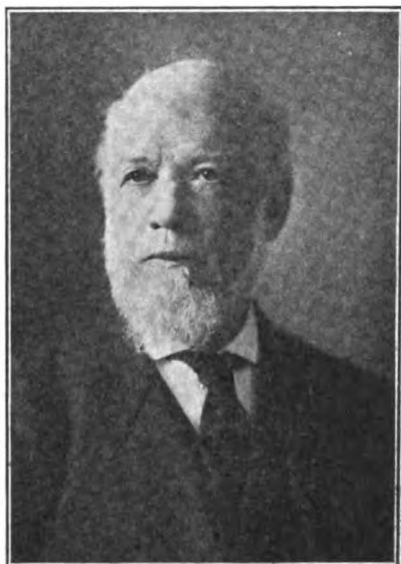
We'll furnish you a supply of RUSSWIN COOK BOOKS for cross-counter distribution. They'll help you sell RUSSWINS because they tie up the cutters with many tempting dishes and complete description of the RUSSWIN easy cleaning features. Write us for complete information.

RUSSELL & ERWIN MFG. COMPANY

The American Hardware Corporation Successor

NEW BRITAIN, CONN.

NEW YORK SAN FRANCISCO CHICAGO LONDON, ENG.



PASSING OF A. A. WATKINS

A. A. Watkins, vice-president of W. W. Montague & Co., San Francisco, having been connected with the institution for over fifty years, passed away at his home in Sausalito, Cal., recently at the age of 79 years.

Mr. Watkins was one of the few remaining pioneer hardware men in San Francisco. He was a native of Ohio, and was for about 25 years president of the San Francisco Board of Trade. He took an active part in business and civic matters, and for a while was prominent in politics. He had a reputation of being a finished after dinner speaker.

Mr. Watkins enjoyed a wide acquaintance among the retail trade as well as manufacturers, for whose products W. W. Montague & Co. are distributors. He is survived by a wife and one daughter, Mrs. O. R. Wolfe, wife of Major O. R. Wolfe of the U. S. Army.

In commenting on his passing, A. C. Bulofson, although a much younger man, but who has been identified with the hardware interests in San Francisco for many years, pays this deserved tribute to Mr. Watkins.

In the passing of my friend, Mr. A. A. Watkins, I cannot but feel that it is a great personal loss, not only to myself but to the hundreds of friends that he has made during his long business career in San Francisco.

I first knew him in 1868 when he was a young, vigorous business man, manager for Lock & Montague of this city. While I was an errand boy for the Russell & Erwin Mfg. Co., who had a branch in the city, my duties brought me in personal contact with Mr. Watkins. I was impressed by his consideration and gentleness towards me as a boy, which was in marked contrast to the attitude of many of the business men I met at that time.

This made a deep impression on me and even as a boy I had a warm spot in my heart for him which gradually grew and grew during the many years of our acquaintance.

I have watched his career with much interest. I have profited much by his example and the business men of this community would do well to emulate the sterling qualities possessed by Mr. Watkins.

The world is better, not only in a social way, but in a business way for his having lived in this community. That he was highly esteemed by everyone that knew him is testified to by the large number

of prominent business men that paid the last honors to him.

He was an ideal husband and father and the greatest sympathy goes out to his family in their great bereavement.

All Hail and Farewell to this upright sterling man.

Mr. Kelly is erecting a new hardware store at Nampa, Idaho, so we are informed.

F. C. McGregor of Glendale, Oregon, is preparing to open a hardware store at Grenada, Siskiyou Co., Cal.

The Warden Hardware Store, Warden, Wash., was recently robbed of a small amount of cutlery and fire arms.

W. E. Goodlander has purchased the hardware stock of O. P. Anchor at Selah, Wash., and has taken possession.

The Idaho Implement & Grain Co., Ltd., have changed their name to the Idaho Implement Co., Ltd., at Caldwell, Idaho.

F. J. and L. A. Guth have purchased the interest of their partner, F. Logsdon, in the Odessa Hardware & Implement Co., Odessa, Wash.

The hardware store of R. T. Owens at Malad, Idaho, was recently burglarized, but Mr. Owens was successful in locating the thieves.

The Western Hardware Mfg. Co. with an authorized capital stock of \$15,000, has been incorporated in San Francisco by R. G. Madden, G. T. O'Flanagan and J. M. Burch.

F. J. McCarthy has retired from the business of the Pinal Lumber & Hardware Co., Florence, Arizona, this having been purchased by his partner, H. H. Freeman, who will continue the business.

O. H. Tetzlaff, a hardware and furniture dealer at Blythe, Cal., who carries a complete stock of hardware, house furnishings, implements and similar lines, reports he is expecting a larger business in 1917 than he has ever had.

D. H. Burtis, a well known business man who has been engaged in the hardware, plumbing and tinning business at Phoenix, Arizona, for many years has moved his store into a new location. This will give them the facilities for carrying an increased stock.

The Lawrence Fisher Hardware Co. of Garfield, Wash., are one of the enterprising northwestern merchants who find that the accessory and automobile business is desirable from the standpoint of the hardware merchant. They are preparing for an active season's campaign in these lines.

The Grass Valley Hardware Co., Grass Valley, Cal., are adding to their stock, and have purchased a new motor truck in order to increase their delivery facilities. Hardware merchants generally are all desirable prospects for motor trucks, for they are naturally interested in better delivery facilities.

S. M. Coffin has retired from the S. M. Coffin hardware Co., Boise, Idaho, and a reorganization has been perfected. The new firm will continue the business, which will be known as the Springer Hardware Co. The officers are Dr. J. S. Springer, president; Charles Hargraves, vice-president; A. L. Springer, secretary and treasurer.

W. O. Besaw has retired from the hardware and plumbing firm of Besaw Bros., Reedley, Cal. The business will be continued by James L. Besaw.

Hammerley & Ireland of Puente, Cal., have been doing an excellent business in implements and tractors. They have disposed of a number of such plowing outfits.

C. C. Wadleigh of Centralia, Kansas, is looking for a location in the Northwest to engage in the hardware and implement business, and contemplates moving to Oregon.

H. A. Dickel has sold his hardware and grocery business at Anaheim, Cal., to G. B. Peck and E. A. Colby, who have taken possession, and who will operate under the name of Peck & Colby.

The Exeter Mercantile Co., Exeter, Cal., will erect an implement building 50x80 feet. Some time ago they purchased the Exeter Hardware Co.'s business. C. A. Hahn, an experienced hardware man, is manager. R. W. Livingston is vice-president.

The Healy Mercantile Co., who are engaged in the hardware and implement business at Hayward, Cal., has been sold to a firm which will be known as Healy & Bock. Mr. John Healy, senior member of the former Healy Mercantile Co., and William Bock composing the firm name. They plan to add a stock of hardware and implements. The name will be changed to the Hayward Hardware & Implement Co.

W. C. Fullen has associated himself with the Griner Hardware Co., Phoenix, Arizona. He was formerly engaged in business in Florida.

E. M. Cope Commercial Co., Redlands, Cal., have been paying particular attention to their window displays featuring especially tools, for mechanics, automobilists, cement workers, tree pruners and machinists. The window displays were arranged by J. W. Stark.

C. G. Ware, former manager of the Upland Hardware Co., passed away recently at his home at Upland, Cal. He was a young man of ability, highly regarded by everyone who knew him, and his passing will be learned of with regret. He and his brothers have been engaged in the hardware business practically all their lives.

**HARDWARE WORLD DEVELOPS AND
EDUCATES SALESMEN.**

I am interested in developing and training a young man about our store, and don't know of anything that would be of such value to him and would post him on various lines as a copy of the "Hardware World" each month. So please enter the subscription herewith for Mr. _____, as I am anxious to see that he gets a copy of the "Hardware World" each month.

H. E. BLAVE.

"Pittsburgh Perfect"

Wire Nails

ALL KINDS

Barbed Wire

Baling Wire and Ties

AT RIGHT PRICES TO YOU

PITTSBURGH STEEL CO.

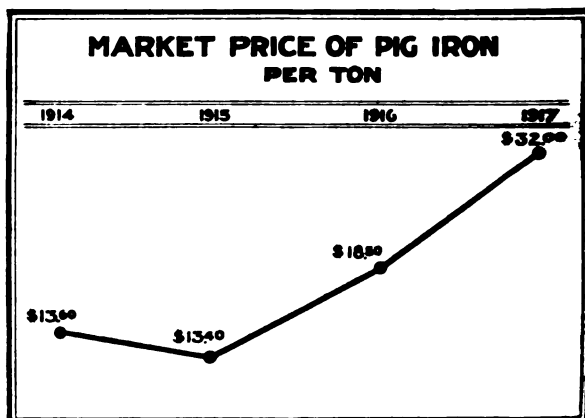
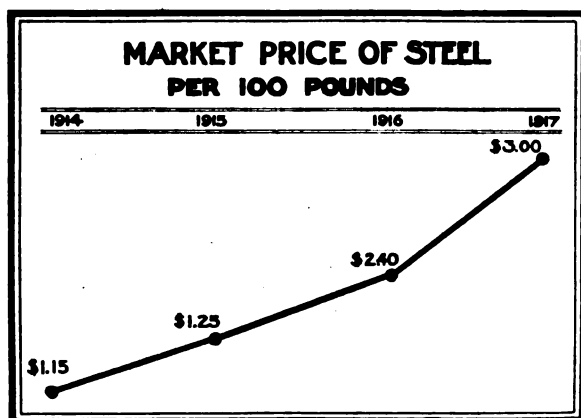
359-365 Monadnock Building

SAN FRANCISCO

Shipped from Mill or San Francisco Stock

A. C. RULOFSON CO.

Sales Managers



READJUSTMENT OF VALUES

Without doubt the past twelve months have been a period in an advance in prices or in an adjustment of values the like of which has never before been known in this country. Never since the manufacture of steel by modern methods began has the price reached such dizzy heights as today, and every indication is for a still higher price.

The illustrations herewith are taken from a booklet termed "Readjustment of Values" issued by the International Harvester Co., and tells in a most forceful way of the marvelous advances in prices (for they are nothing short of marvelous) that have taken place in the last three years.

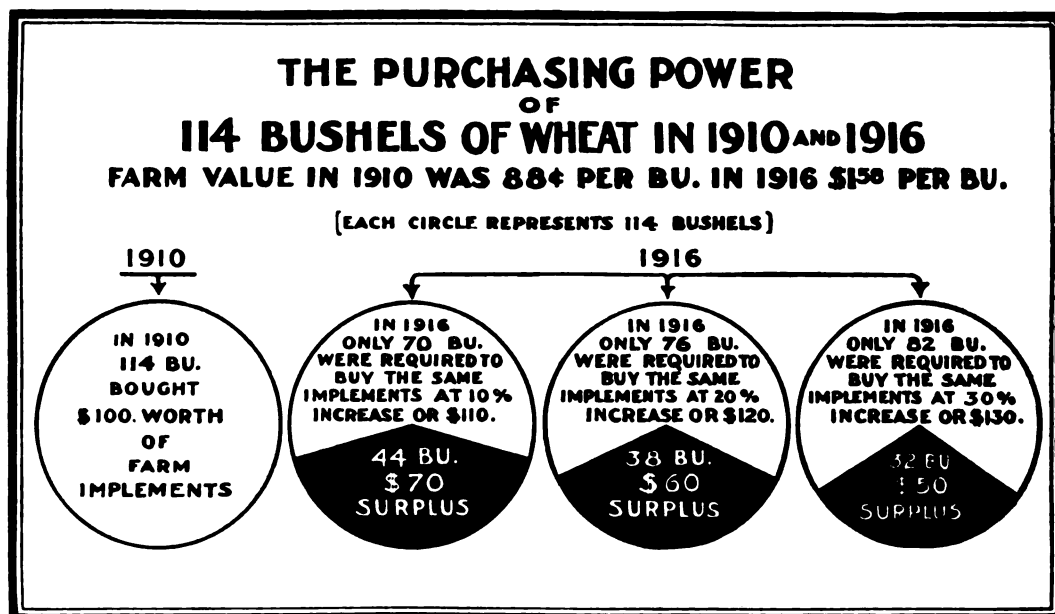
But not alone has this increase been confined to manufactured products, of wood, iron and steel and similar commodities, the farmer and the producer have likewise been receiving even more commensurate advances in his products. The purchasing power of 208 bushels of corn by comparison in 1910 and 1916 is quite

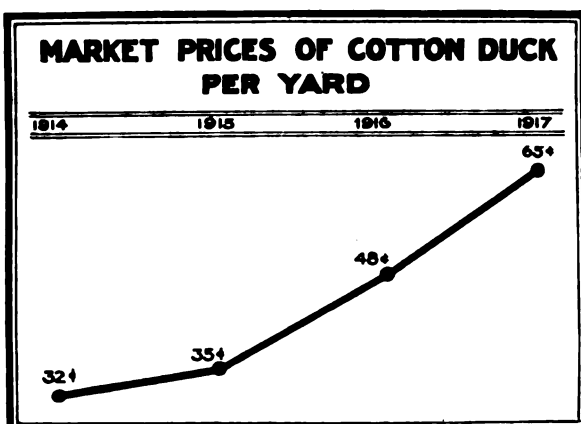
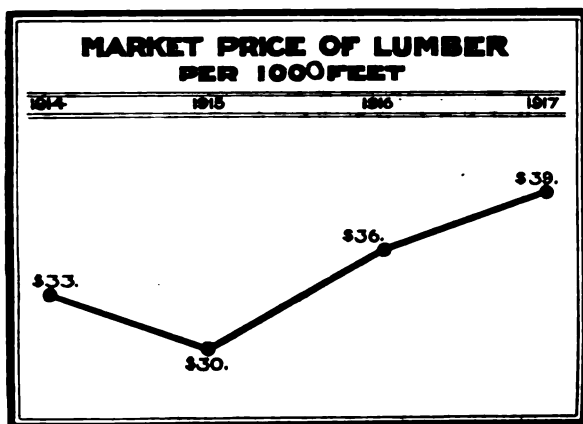
illuminating as well as the purchasing power of other farm commodities.

The farmer realizes he is getting a big advance in the value of his products, and he does not object to paying increased prices for such materials as he purchases. It is not nearly so hard to obtain these advances or this "readjustment of values," which is a term we like far better, if the merchant will simply take the pains to explain it to his customers, and in many cases even an explanation is unnecessary, for the farmer full well realizes this.

Doubtless these figures and tables can be used by retail merchants with good effect in showing any of their customers who may be doubtful as to the propriety of this readjustment of values which is bound to occur.

The Bennett Hardware Co., Vancouver, Wash., have purchased the stock of shelf hardware formerly carried by the Brooker Implement & Pump Co., Vancouver, Wash. Henceforth Mr. Brooker will devote his energies to the implement, pump and silo business.





PENCIL MAKING

An industry which is perhaps hardly regarded as in the woodworking field, but which still consumes large quantities of one domestic wood—cedar—is the pencil manufacturing business. We have recently examined a pencil known as Dixon's "Eldorado"—the master drawing pencil, made by the Joseph Dixon Crucible Company, Jersey City, N. J., and it is interesting to note that many of the fifty processes through which this pencil goes are in the handling of the cedar.

This particular company has its own cedar forests in Florida. The transition from tree to pencil casing is a complex affair.

The logs arriving in rafts at the mills, are cut up into "bolts" and then into smaller strips called "slats," somewhat longer than a pencil and of about half the thickness, and shipped.

After a careful inspection at the factory against the possibility of imperfections, the slats are placed in boiling vats where every

particle of oil and gum is extracted. A process of kiln drying then brings the cedar to the soft fine cutting quality so desirable in pencils.

The next step is the cutting of the grooves which hold the leads, the latter being put in by hand and two slats glued together. Machinery then cuts the slats, thus filled with leads and glued, into hexagonal or round pencils. The rough pencils are then rubbed down, varnished, stamped and packed in boxes.

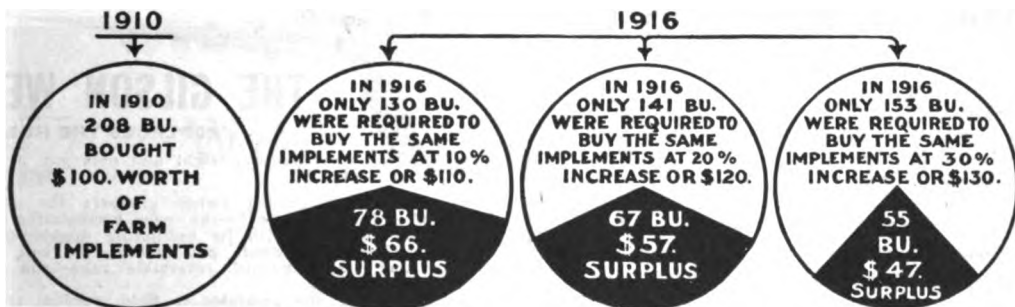
The entire process of making this particular pencil includes some fifty movements and when in, addition to the wood handling, it is understood that the leads are of 17 different degrees of hardness, secured through delicate mixing in most exact quantities of treated graphite and clay, this will be readily understood.

Although called a drawing pencil, the "Eldorado" is useful wherever a definite, exact grade of hardness is desirable, and is said to have found much favor for use on lumber stock sheets.

THE PURCHASING POWER OF 208 BUSHEL OF CORN IN 1910 AND 1916

FARM VALUE IN 1910 WAS 48¢ PER BU. IN 1916 85¢ PER BU.

[EACH CIRCLE REPRESENTS 208 BUSHEL]



CHI-NAMEL is a 100% Pure Varnish

Scientifically made by our secret chemical process of incorporating Fossil Gum—the clear, brilliant, densely hard gum of a prehistoric tree with China Wood Oil, the tough, elastic oil of the tung nut and pure turpentine—all vegetable.

Chi-Namel contains no rosin or other by-products. There is a Chi-Namel Finish for Varnishing, Coloring, Graining, Enameling or Bronzing everything in the home—floors, furniture, woodwork, walls, bath-tubs, radiators, fly-screens, automobiles.

Chi-Namel is an exclusive agency line.

The Ohio Varnish Company

Frank A. Bare, Western Manager

1091 Mission Street, San Francisco

316 Commercial Street, Los Angeles

The Selah Mercantile Co., Selah, Wash., was recently burglarized of a small amount of merchandise and fire arms.

The stock, fixtures and good will of the Monroe Hardware Co., Monroe and Indiana streets, Spokane, Wash., has been sold to J. E. Malone, who expects to

reorganize the business and make extensive improvements, adding a complete line of auto accessories.

The Larsen Hardware Co., North Yakima, Wash., reports that business with them has been excellent during 1916, and they are planning for an increased business in hardware and implement line during the present year.

"ANSONIA" NAIL CLIP 10c.



Made by the makers of the "Gem" nail clipper. Twelve in a box or 12 on a display card. Fast ten-cent sales.
Big Profit Write

H. C. COOK CO. - ANSONIA, CONNECTICUT

Coldwell Lawn Mower Co.

Offers New and Improved Models of

Motor Lawn Mowers	Ride Type
Motor Lawn Mowers	Walk Type
Horse Lawn Mowers	Threesome Type
Horse Lawn Mowers	Standard Type
Horse Lawn Mowers	Demountable Type
Hand Lawn Mowers	Roller Type
Hand Lawn Mowers	Side Wheel Type

Send for price list and full description!

COLDWELL LAWN MOWER CO.

Factory and Offices at Newburgh, New York.
Chicago Office, 62 East Lake St., Chicago, Ill.

SEEDS

IN PACKETS—IN BULK

Write for our Selling Plan on Packets
WHITE CLOVER LAWN GRASS

Aggeler & Musser Seed Co.
Los Angeles, California



THE GILSON WEEDER

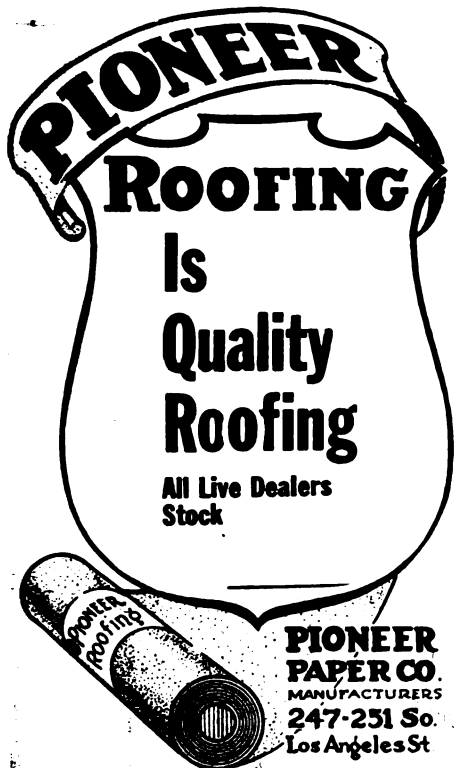
"REPLACES THE HOE"

Sells on sight and nets you a handsome profit.

The moment a garden owner glimpses the brand new features of the "Gilson"—the new combination weeder-cultivator and rake—with its oscillating double-edged blade (which "clips" the weeds and loosens the soil on either stroke) and its long-tined reversible rake—the sale is as good as made.

Comes in four sizes suitable to field, garden, truck patch or flower bed. Affords a liberal profit to the dealer.

For illustrated Catalog and complete information address:
J. E. GILSON CO., Dept. 32, Port Washington, Wis.



Send for a copy of our new
book on Pioneer Roofing

PIONEER ROOFING

Made in weight and grades
to meet every requirement

*Write us
for prices*

Offices in Los Angeles and San Francisco



BRIER HILL STEEL CO.
OF CALIFORNIA



STEEL SHEETS

ALL KINDS

Stock or Mill Shipments

WRITE FOR PRICES
WE WILL DO THE REST

ROLLS AT
YOUNGSTOWN
OHIO

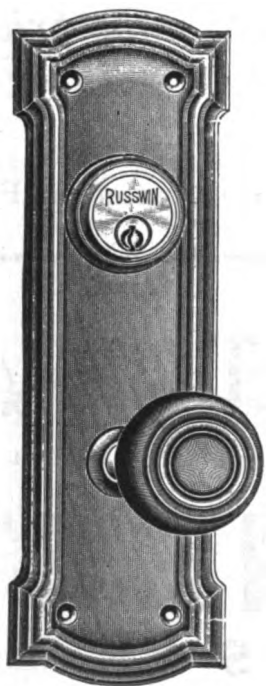
ROLLS
AT WILES
OHIO

Large Stock in San Francisco

359-365 NOMADNOCK BUILDING, SAN FRANCISCO

RUSSWIN

Locks and Builders' Hardware



We are now carrying in stock a complete line of **RUSSWIN** Locks and Trim in both Bronze and Steel Designs, put up in neat boxes with factory labels and numbers.

Our stock is complete and ready for delivery.

Place your order now.

Dunham, Carrigan & Hayden Company

SAN FRANCISCO

CALIFORNIA

NEW PRESIDENT OF THE OREGON RETAIL HARDWARE ASSOCIATION

The "HARDWARE WORLD" is very glad to introduce to its readers especially in the Pacific Northwest, George W. Hyatt, the new president of the Oregon Retail Hardware Association.

While Mr. Hyatt is not a "native son of the Golden West," he should not be held to too strict account, for he was not consulted as to the place of his nativity.

He came west a number of years ago, and has been most successful in building up one of the largest retail establishments in Eastern Oregon, photo of whose new building is shown herewith.

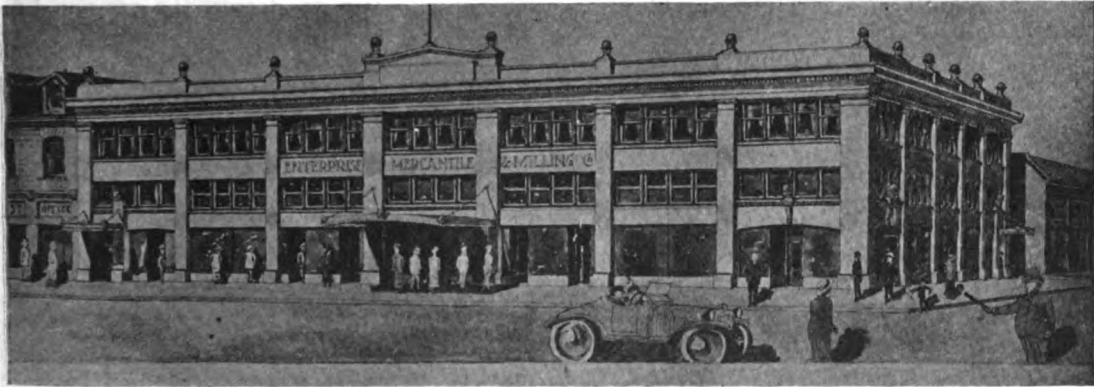
Mr. Hyatt expects to be able to move into this new building very soon, and our readers will admit it would do credit to a city many times the size of Enterprise.

The Enterprise Mercantile & Milling Co. is what is known as a general merchandise store. In a large city it would be called a department store. It is typical of many similar institutions throughout the West who are large distributors of hardware and implements. Needless to say the "HARDWARE WORLD" is a monthly



visitor to this institution, where it is noted with much interest.

Mr. Hyatt will bring to the Association a valuable knowledge and experience which has been successful in his own business, and we bespeak for him close co-operation of the Oregon Retail merchants.

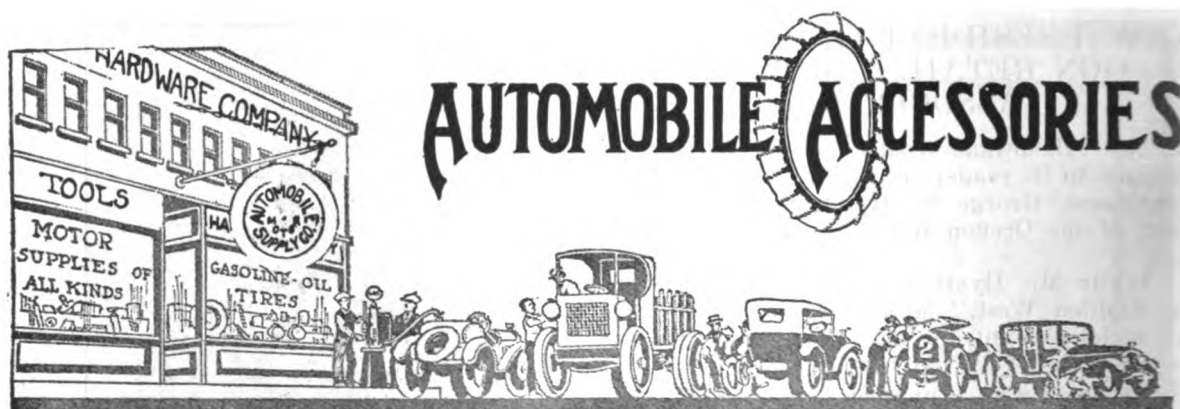


.....
: The retail selling prices which are a :
: feature of each month's issue of the :
: "HARDWARE WORLD" is a splendid thing, :
: and every merchant should do all they :
: can to assist in same. Suggestions and :
: ideas along this line are helpful to :
: everyone. :
: There are a lot of hardware men who :
: don't know what their goods cost them, :
: especially at the present market condi- :
: tions, and this should assist them and :
: help them to stapleize their prices. :
: Merchants in interior towns can use :
: these as a guide by adding their trans- :
: portation charges. :
: F. A. Ernst. :
:

The Kelly Hardware Co., Modesto, Cal., has begun the erection of a large sales room and warehouse, which will give them the facilities for carrying an increased stock. R. J. Kelly of Marquette, Mich., is president of the company.

S. C. Wright has opened a hardware establishment in Alhambra, Cal., in the building formerly occupied by the Alhambra Furniture Co. They will handle a complete line of hardware, stoves, house furnishings, paints, oils, etc.

The Junction City Hardware Co., Junction City, Oregon, are taking increased store and warehouse facilities in order to enable them to carry a larger stock.



Selling Auto Accessories

FUNDAMENTALLY the selling of motor accessories present the same problems as other merchandise. It seems almost needless to say the measure of your success will be to a great extent dependent upon the thought, study and application you give to it, says C. A. Bonniwell.

A thorough knowledge of the accessories handled are vitally necessary if you are to be more than an order taker. This does not mean you must be a walking encyclopedia of technical information. There is a happy medium, for, very frequently, the technical expert is apt to become so wrapped up in the superlative superiority of the accessories he is selling as to "talk over the prospect's head."

The territory must be analyzed and organized. The sales campaign built thereon co-ordinate with the local advertising brought close to home through the medium of direct sales literature and personal contact with prospects. Keep your line and yourself before your prospects and always talk your own line.

A card index of your prospect list ought to be one of your first considerations. Make it a live list. Don't keep it cluttered up with dead wood. A separate card should be devoted to each prospect, and should not only contain his home address and telephone number, but all the essential data you can secure. Having some inside personal knowledge of your prospects will frequently give you a clue as to just how you can sell him.

Many dealers are blest with a natural aptitude to read their fellow man while others not so fortunate must, perforce, acquire this faculty. Practice, naturally, is essential and ability to "size up" the prospect comes to the student of human nature, perhaps, unconsciously. The supplementing of this natural or acquired talent by a close observation and study will prove the magic sesame to a bigger business

that will more than repay you for the time so spent.

Back of every decision to buy is a motive. It may be pride, utility, gain, etc., and the quicker you learn just what motive will make your prospect willing to buy the sooner you can close the sale.

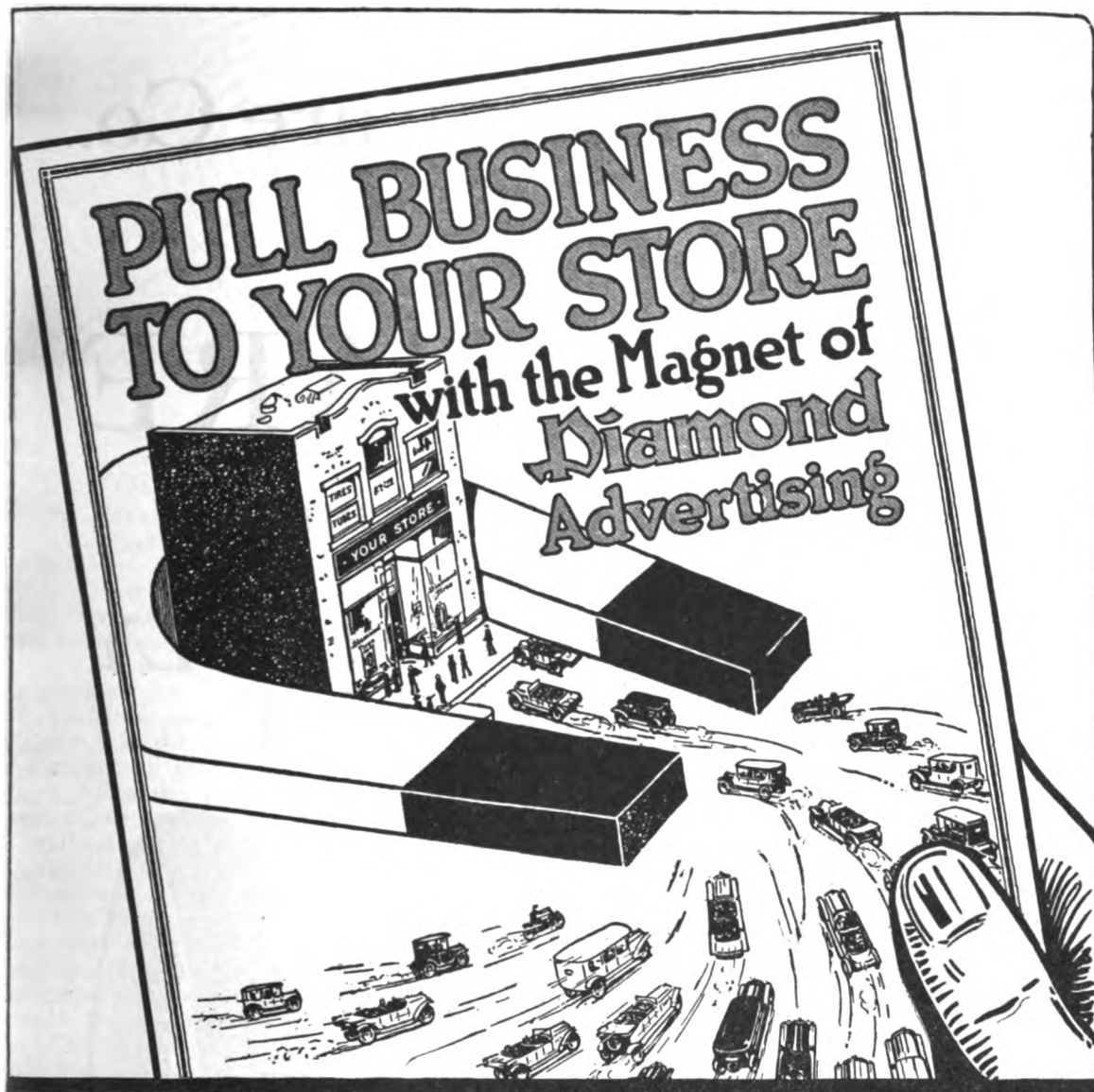
The student of human nature knows instinctively whether to talk technicalities or generalities, and a little skillful skirmishing will enable you to decide the proper line of sales talk. It hardly seems necessary to caution one against speaking derogatively of competing lines. Surely "every knock is a boost" and if one finds it necessary (?) to knock they had better knock wood for their tenure of dealership will be brief. You cannot run down competing lines without having it reflect on the industry in general and incidentally yourself, so if you must criticise make your criticisms constructive, not destructive.

A carefully worked out sales talk is essential and it should be boiled down to the fewest possible words so that each and every point may be instantly grasped, though perspicuity should not be sacrificed for brevity.

Plan your work in advance, avoiding lost motion and false starts. Avoid exaggerated statements or claims. If what you sell exceeds the expectation of the buyer, and what he expects will be based on what you say, the advantage redounding to you will be apparent.

A final word—study out the one way to do things, check them over, pick out the flaws and weaknesses. When you fail to land a prospect rehearse your every action, and talk and learn why you failed. Find the weak spot in your talk and eliminate it.

There are times you'll want to quit, the sledding will be mighty tough, but stick it out and fight. Every successful man has been through the mill a dozen times, but he has come out a stronger and better man.



Send for this Book

It shows you how to become the most prominent tire dealer in your community

The Diamond Tire Advertising campaign will put you prominently before local automobile owners.

It advertises you and your business as well as the tire, and makes it easy for you to sell.

Diamond Squeezee Tread **Tires**
Factories Akron, Ohio Distributors Everywhere

Diamond Tires, Akron, Ohio

Please send me the Diamond Advertising Campaign Book

Name of Company _____

Street _____

City _____ State _____

We will appreciate your mentioning the "HARDWARE WORLD" in writing to advertisers.

Whiton Hardware Co.

Seattle

JOBBER

HARDWARE

**WE CALL ESPECIAL ATTENTION
TO OUR**

AUTOMOBILE SUPPLY DEPARTMENT

WHICH
COMPRISES A

COMPLETE STOCK OF
**Accessories
Tires & Supplies**



CONGRESS

Norwalk Tires

5000 MILE GUARANTEE
NONE BETTER

Congress Tires

3500 MILE GUARANTEE

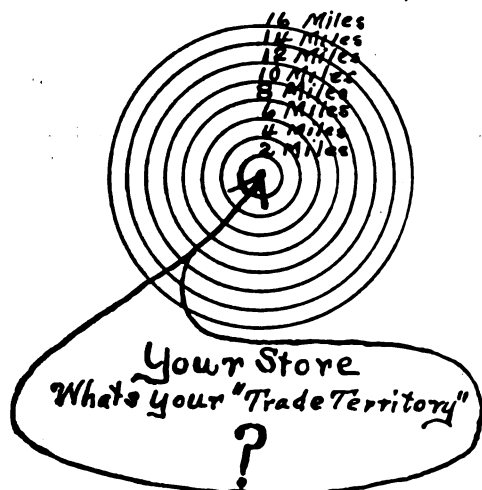
**Both Affording a Legitimate
Profit to the Dealer**

COOPERATION AND SERVICE

WE HAVE IT



NORWALK



IN YOUR TRADE TERRITORY

- 1.—Have you measured it?
- 2.—What is its population?
- 3.—How many families in it?
- 4.—How many farms?
- 5.—What's the average purchase of hardware per family?
- 6.—How many factories buying more or less hardware?
- 7.—Have you estimated its needs for 1917?
- 8.—Will the per capita needs for hardware be greater in 1917 than 1916?
- 9.—Has the per capita ability to buy increased or decreased?
- 10.—How many dealers in hardware in it?
- 11.—Have you ever surveyed your territory as above?

The hardware, the grocery, the drug store, the shoe store, etc., are but departments of merchandise in the different trade territories and the owners are the buyers in their line of trade for that community—or trade territory.

The demand for economies, the demand for efficiency, the demand for the maximum return for a dollar is developing competition between overlapping trade territories.

In the competition of trade territories that is developing, the individual communities are demanding of the retail merchants the maximum efficiency as a buyer for their community's needs.

As a buyer for your community, how can you know your community's needs unless you make a systematic survey of the trade territory?

How can you expect to keep abreast of the times unless you exchange ideas with your fellow hardware men?

Your trade territory will have in you an efficient buyer or eliminate you.

The above excellent suggestions appeared in the Illinois dealers' program.

Edgar Bros. and the Imperial Valley Hardware Co. are establishing branch houses at Calipatria, Cal.

YOUR TRADE WANTS



The Highest Grade Coil
File Made



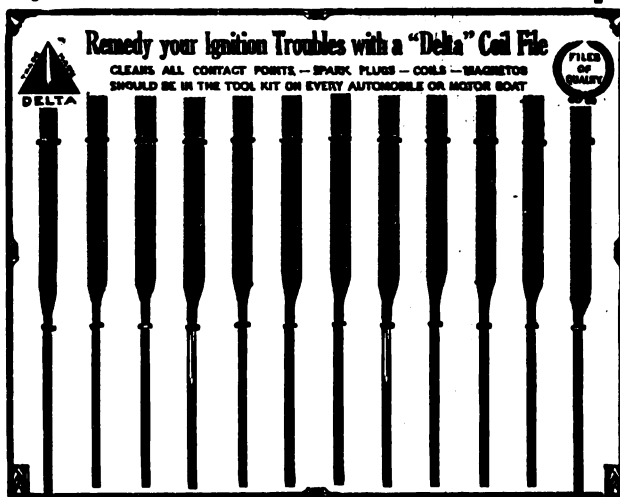
IT'S A TOOL

Will Please Your Customers

Needs Only to be
Displayed to Make
Sale

REMEDY Your IGNITION TROUBLES with a

DELTA COIL FILE



Cleans All Contact Points, Spark
Plugs, Coils, Magnetos

Should be in the Tool
Kit on Every Auto-
mobile or Motor Boat

High Grade Files for Every Purpose



DELTA FILE WORKS

PHILADELPHIA, PA., U. S. A.



Western Distributors

UNION HDW. & METAL CO., Los Angeles, California
SEATTLE HARDWARE CO., Seattle, Washington

FROM \$100 TO \$18,000 IN TEN YEARS

"We have handled automobile and gas engine supplies for nearly ten years," said a Michigan dealer. "Our first sales were about \$100 a year but with the increasing demand and our increased efforts to supply the demand our sales have gradually grown until they were up to \$18,000 this year. No gasoline sales are included in this total. We look forward to a substantial increase next year."

"Automobile accessories comprise less than ten per cent of our total stock but our records show that the sales of accessories constitute a little more than ten per cent of our total sales, indicating that the turnover will average better than on general hardware. It will be possible, we are confident, to turn the stock even faster in the future."

"As supplies are becoming standardized and the demand is becoming better understood, it will be much easier to avoid unsalable and dead stock than in the past. Automobile supplies have assumed their place as a staple, promise a line of salable merchandise and the retail hardware dealer can absorb a large amount of the business or let it gradually drift away from him as he chooses."

This man estimates that tires constitute 75 per cent of his sales. "The problem of making adjustments on tires is becoming easier for the dealer," he declares, "for the reason that good tires are a lot better than they used to be. Our complaints on poor tires were less than one-half this year than they were a year ago, owing largely to the fact that tires are not only made better than ever before, but that the average consumer has learned to take better care of them. A strictly first-class line with a good reputation will prove the most profitable in the end. The sale of seconds and unguaranteed tires is a losing proposition, even when a tire is sold to a customer with the distinct understanding that it is unguaranteed and bought at purchaser's risk; he is almost sure to come back with it if it goes wrong."

"Spark plugs are now just as staple as nails and if the stock is confined to salable brands, the profits will be very good indeed. Pressure gauges sell well; inner tubes and patches are in constant demand. A lot of horns, lights, jacks, pumps, goggles, gloves and tire chains can be disposed of at a good profit. Special attention should be given to tools needed by the automobile user, many of which will already be found in the regular tool stock. It is our belief that if the line is carefully and judiciously increased as demand develops, dealers who have never handled the line will be surprised at its possibilities."

Increases General Business.

When an auto draws up to the door it brings to that store a prospective purchaser not

only for the particular item he has in mind, but (with judicious suggestion on the part of the salesman) for a lot of other goods as well. Oil cans, screwdrivers, hand axes, lights, padlocks, dusters, metal polish, chains for locking tires, ropes for emergencies and tools are a few items that come to mind as necessary for the machine itself.

Then, too, the auto enthusiast having a trusty steed that knows no fatigue, is prone to go on extensive fishing, hunting and camping expeditions. This means an unusual opportunity for selling fishermen's supplies, guns, camping outfits, etc.

This view is voiced by one of Washington's leading hardware men, who has found an increase of over 50 per cent in sporting goods business since making his store attractive to the automobile owner.

The automobile bug is a gold bug. Capture him in 1917.

The Hibbard & Furniture Co., Perris, Cal., are erecting a large warehouse in order to give them the facilities for carrying an increased stock.

Ward Howell of Echo, Oregon, formerly associated with the Valley Hardware Co., North Yakima, Wash., is reported to be doing an excellent business, since starting up in business for himself.

Have You Ordered

A supply of the new 2½ lb. packages of



Dixon's Non-Leak Grease No. 680

especially prepared for use in Ford differentials.

No. 680 contains just the proper amount of Dixon's selected flake graphite, thoroughly mixed with a special adhesive lubricant. It does not work out of the axles on to the brake bands. Ask for booklet 230-G and dealers' proposition.

Made in Jersey City, N. J., by the

JOSEPH DIXON CRUCIBLE COMPANY



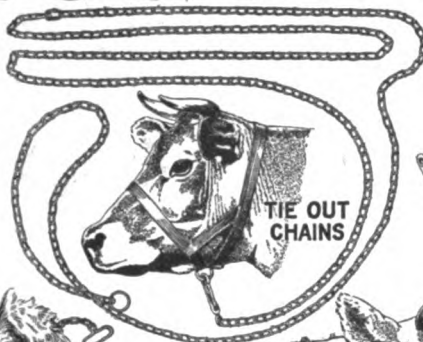
Established 1827.



AMERICAN CHAIN COMPANY'S PRODUCTS



**WEED
ANTI-SKID
CHAINS**
FOR
PNEUMATIC TIRES
AND
CROSS CHAINS
FOR SAME



**TIE OUT
CHAINS**



**WEED
ANTI-SKID
CHAINS**
FOR
SOLID TIRES
AND
CROSS CHAINS
FOR SAME

**WEED CROSS CHAIN
PLIERS**



Opening
the
Hook

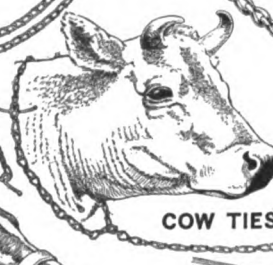
Closing
the
Hook



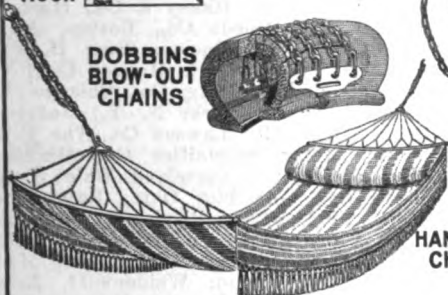
DOG LEADS



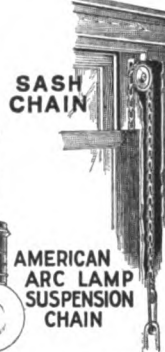
**HALTER
CHAINS**



COW TIES

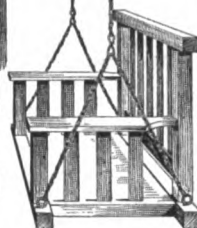


**HAMMOCK
CHAINS**



**SASH
CHAIN**

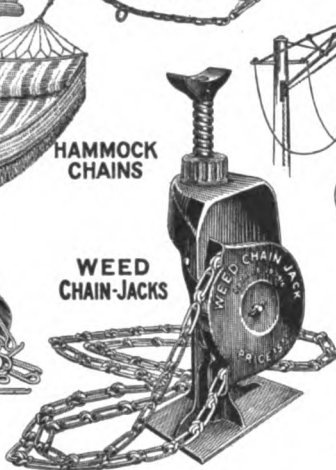
**PORCH
SWING
CHAINS**



**WEED CHAIN
ADJUSTERS**



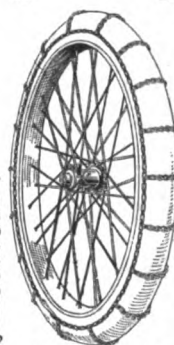
**CAMPBELL
HAMMER-LOCK**
Self-Spreading
COTTER PINS



**WEED
CHAIN-JACKS**



**AMERICAN
ARC LAMP
SUSPENSION
CHAIN**



**AMERICAN
TIRE LOCK CHAIN**



AMERICAN PATTERN



NIAGARA PATTERN

**COIL
CHAIN**



TENSO PATTERN



EUREKA PATTERN



LOCK LINK PATTERN

WEED ANTI-SKID CHAINS
For Motorcycle Tires,
and Cross Chains
for same



AMERICAN AUTOMOBILE TOWING CHAIN



AMERICAN CHAIN COMPANY, INC.
BRIDGEPORT, CONN., U.S.A.

In Canada — Dominion Chain Company, Limited, Niagara Falls, Ontario.





NEW OFFICERS AND MEMBERS OF THE NATIONAL ASSOCIATION OF AUTOMOBILE ACCESSORY JOBBERS

At the recent convention held in Chicago the following officers were elected for the ensuing year:

President, Chas. E. Faeth of Missouri; Vice-President, E. C. Graham of Washington, D. C.; Chairman of the Board, P. H. Lyon of California; Vice-Chairman of the Board, William Sparks of Michigan.

Directors (One-Year Term.)

Chas. E. Faeth of Missouri, Franklin Mayo of Illinois, G. N. Baughman of Florida, J. M. Bloch of Indiana, A. M. Moody of Massachusetts, C. E. Scott of Texas.

Two-Year Term.—E. C. Graham of Washington, D. C., W. W. Low of Illinois, G. N. Shafer of New York, F. B. Caswell of Ohio, C. E. Jackson of Pennsylvania, G. M. MacWilliam of Canada.

Three-Year Term.—C. F. Wright of Oregon, William Sparks of Michigan, P. H. Lyon of California, W. K. Norris of Missouri, S. F. Beech of Illinois, R. R. Englehart of Iowa.

Finance Committee.

Chas. E. Faeth of Missouri (ex-officio member), E. M. Cumings of Michigan, G. F. Discher of Wisconsin.

Membership Committee.

Fred Campbell of Missouri, Chairman, R. Weinstock of California, J. H. Cooper of New Jersey, C. A. Wigmore of Pennsylvania, Geo. T. Briggs of Indiana, E. E. Arnold of New York, F. T. Chase of Massachusetts, A. J. Hopkins of Canada, P. Stern of Louisiana, W. P. Coghlan of New Jersey, H. F. Brownell of South Dakota.

The following were elected to membership:

Regular.

Automobile Supply Co., Tacoma, Wash.; Berrodin Rubber Co., Philadelphia, Pa.; Boice-Perrine Co., Boston, Mass.; Butts, Ordway Co., Boston, Mass.; Cahall Motor Supply Co., Philadelphia, Pa.; Capital Electric Co., Salt Lake, Utah; Collins Co., E. B., Danville, Ill.; Cutten & Foster, Toronto, Canada; Fitch Co., R. F. & W. B., Oskaloosa, Iowa; Fen Far Co., The, Cleveland, Ohio; Gavin Williams Co., San Diego, Cal.; Linscott Supply Co., Boston, Mass.; Motor Equipment Co., Chicago, Ill.; Neustadt Automobile Supply Co., St. Louis, Mo.; Paxton & Gallagher, Omaha, Neb.; Petrie of Montreal, Ltd., H. W., Montreal, Canada; Post & Lester Co., Hartford, Conn.; Providence Auto Equipment Co., Providence, R. I.; Ratcliff-Sanders Grocer Co., Tulsa, Okla.; Repass Auto Co., Waterloo, Iowa; Shattuck-George Iron Co., Wichita, Kan.; Utica Cycle &

Supply Co., Utica, N. Y.; U. S. Auto Supply Co., Omaha, Neb.; Waite Auto Supply Co., Providence, R. I.; Whittemore-Sim Co., Inc., New York, N. Y.; Williams Hardware Co., Minneapolis, Minn.

Associate.

American Brass Foundry Co., Milwaukee, Wis.; Clover Manufacturing Co., Norwalk, Conn.; Commercial Lubricating Co., Philadelphia, Pa.; Continental Piston Ring Co., Memphis, Tenn.; Corning Glass Works, Corning, New York; Doll Motor Parts Co., Vermillion, Ohio; Empire China Works, Brooklyn, N. Y.; Gardner Governor Co., Quincy, Ill.; Goodrich-Lenhardt Mfg. Co., Philadelphia, Pa.; Hall-Thompson Co., The, Hartford, Conn.; J. H. Haney & Co., Hastings, Neb.; Hill-Smith Metal Goods Co., Boston, Mass.; Higgins Spring & Acle Co., Racine, Wis.; H. & D. Co., Inc., Goodland, Ind.; W. H. Hoover Co., New Berlin, Ohio; Imperial Brass Mfg. Co., Chicago, Ill.; Indian Refining Co., New York, N. Y.; Jefferson Elec. Mfg. Co., Chicago, Ill.; Lawson Co., The F. H., Cincinnati, Ohio; Motor Specialties Co., Waltham, Mass.; National Carbon Co., Cleveland, Ohio; Peters & Hermon Dash Co., Columbus, Ohio; Rajah Auto Supply Co., Bloomfield, N. J.; Rhodes & Co., James H., Chicago, Ill.; Rowe Calk Co., Hartford, Conn.; Stanwood Equipment Co., Chicago, Ill.; Sterling Manufacturing Co., Cleveland, Ohio; Weidenhoff, Joseph H., Chicago, Ill.; U. S. Ball Bearing Mfg. Co., Chicago, Ill.; Vlecek Tool Co., Cleveland, Ohio; West Side Foundry Co., Troy, N. Y.; Vesta Accumulator Co., Chicago, Ill.

ONE DISCOUNT NOW APPLIES TO REMINGTON UMC PRICES

Jobbers and dealers in Remington UMC ammunition will be glad to know that new catalogues—for the trade only—are ready for distribution, containing prices revised in such a way that one discount is applicable to the entire line. We believe that the trade will welcome this effort to simplify the business.

Owing to abnormal conditions governing the price of raw materials entering into the manufacture of Remington UMC loaded shells and metallic ammunition, it became necessary to advance the selling prices several times during the past two years. These advances resulted in making the wholesale prices of some cartridges higher than the list prices while on other sizes the wholesale prices were virtually the list prices. To overcome this confusing situation and to simplify the business for the busy jobber and dealer, the above change in applying one discount has been made. This change appertains to loaded shells, metallic ammunition, empty paper shells, wads, primers, primed shells and bullets.

Without doubt the Remington people have received many favorable comments upon the new method of handling discounts both from retailers and jobbers.



When You Think Quality In a Motor Car You Think Eight Cylinder Cadillac

No man who ever owned a Cadillac would hesitate about buying another.

No man who knows motor cars of today would hesitate buying an eight cylinder Cadillac.

Ask yourself, if there is any other motor car in the world the purchase of which you can approach with the same assurance.

You know it is correct in design, you know it is honestly constructed by a builder of the highest integrity, you know for downright value for your money no car approaches the Cadillac.

Your natural inclination toward the Cadillac is a safe one to follow. Your hopes and expectations will be realized.

Don Lee

Van Ness Avenue and California Streets, San Francisco

LOS ANGELES
FRESNO
SACRAMENTO
PASADENA
OAKLAND
2265 Bdwy.



A WELL-EARNED PROMOTION FOR F. R. CARROLL

An announcement of interest to those connected with the rubber and automobile industries on the Pacific Coast has been made by W. O. Rutherford, General Sales Manager of the Corporation at Akron, Ohio, in announcing the promotion of Mr. C. E. Cook.

"The many business friends of Mr. C. E. Cook, our Pacific Coast manager, will be interested to learn that Mr. Cook goes to Akron to fill an important position in the Central organization.

"The bringing of Mr. Cook into a larger field of activity is in recognition of his successful career as a salesman and executive, and it is this experience which fits Mr. Cook so eminently well to take up the larger responsibilities connected with the direction of operations of one hundred and twenty Goodrich branches and their several thousand employees selling all of the Goodrich products.

"F. Richard Carroll, who for the past six years has been manager of our Los Angeles branch, becomes District Manager at San Francisco, effective as of Feb. 1st, his jurisdiction covering all lines and extending over San Francisco and Los Angeles branch territories.

"H. O. Alexander has been promoted to position of Manager Tire Sales, San Francisco branch.

"H. W. Zeliff becomes Manager Mechanical Sales at San Francisco."

The Odessa Hardware Co., Odessa, Wash., have been doing an excellent business in the sale of automobiles and accessories. They are prepared to pay more attention to that part of their business during 1917.

TRADE ACCEPTANCE VS. OPEN ACCOUNT

Credit is one of the country merchant's chief afflictions. He does not sell on time, but on eternity. In many cases when he hands over an armful of goods and charges it the implied terms of the sale are that the buyer shall pay when it is convenient.

Often he buys on the same indefinite terms. The goods are billed to him at sixty or ninety days; but that is not regarded as a definite obligation. He pays when he can.

So there is always outstanding on the books of jobbers, wholesalers and retailers an immense amount of indeterminate and more or less questionable credit that is subject to a heavy discount and high interest charges when it is converted into bank credit.

Trade acceptances would turn a large part of this from a bad credit instrument into a good credit instrument. If retailer owes wholesaler a thousand dollars on open book account, the wholesaler can borrow from the bank, on the basis of that asset, seven or eight hundred dollars, at six per cent. But if retailer gave wholesaler a trade acceptance for a thousand dollars, the wholesaler could discount that at the bank for its full face value, at five per cent, or perhaps less.

That this arrangement would react to the benefit of the retailer seems clear. It would also, we believe, help the retailer to introduce a definite credit system on the selling side. He sees mail-order houses doing a business of one hundred million or two hundred million dollars a year on a strictly cash basis. He must know that so long as he buys and sells on indeterminate credit he will be at a disadvantage.

No one should be more interested than he in the introduction of a system whereby, when a dollar's worth of goods is sold on time, a dollar's worth of bank credit realizable at low interest rates, results from the sale. The Federal Reserve Banks and the National Association of Credit Men are working for general use of trade acceptances. It is a good work.

We understand the name of the Daily-McBeth Hardware Co., Pocatello, Idaho, will be changed to the McBeth Hardware Co.

W. F. King Co., Prineville, Oregon, have been doing a very satisfactory season's business in tractors. They expect to place quite a number of these machines in their section during 1917.

The Beaver-Herndon Hardware Co., Springfield, Oregon, are planning to dispose of their stock, contracts for which have been completed by the Chambers Hardware Co. of Eugene, several lines going to the Bressler & Son Hardware Co.

"SOOTLESS" Spark Plugs "The Big Brass Plug"



The plug with a unique history
A different construction from any other
plug made

A big business has been built up by
merit alone

No soliciting sales since 1909

A very small amount of advertising
done

No circulars sent out except with goods
and daily correspondence

Yet an increase in our business of
67½% annually

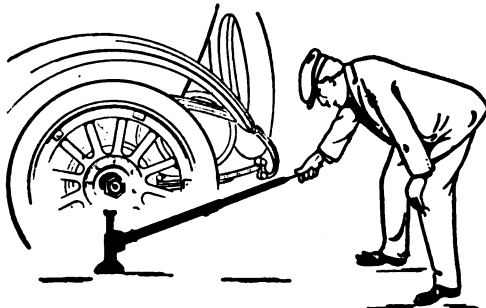
Every user has been a booster

Will you come in with us?

Write for circular.

The Oakes & Dow Co.
15 Chardon Street
Boston Mass.

LANE'S "Handle Control" AUTO JACK



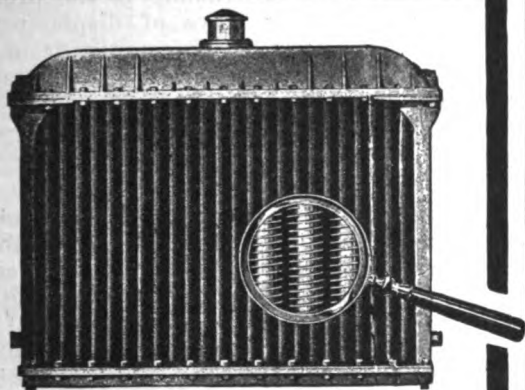
STANDARD EQUIPMENT IN BEST CARS

Jack is placed on the handle and pushed under the car—operated entirely from the outer end of the handle—and pulled out again after using without necessity for getting under car or in contact with any dirt or grease. Handle is jointed in the middle for storing away.

4 Sizes. At All Supply Houses.

Manufactured by
LANE BROS. Co., Poughkeepsie N.Y.

"Radiator Insurance" Seamless Copper Helical Tube Cooling Sections



are guaranteed for the life of the motor
on which they are installed

Helical Tube Construction is Accepted as the Best by the
Leading Truck Makers of America

Manufactured only by
Rome-Turney Radiator Company
Rome, New York



"KING Handy Cap" for FORD Radiators

Has proven to fill a
long-felt want. Re-
places old radiator
cap. No more burnt
fingers.

Eliminates all cap troubles. Never
removed—never lost. A slight pres-
sure at bottom of catch releases cap.
At your dealers; if not, sent prepaid
for \$1.25. Interesting prices to the
trade.

Palmyra Manufacturing Co., Inc.
Palmyra - - - - Pa.



There are no manufacturers more willing to co-operate with retail merchants than the rubber companies. A suggestion for an attractive window display in featuring bicycles and tires is shown above. This is the season when a young man's fancy not only "turns to thoughts of love," as the poet says, but to his wheel as well, and now is the time to feature such lines.

HAVE GOOD HABITS

Dissipation is a tattle-tale. Bloated faces and shaking hands are not the only signs of wild living. Forgetfulness, neglect of detail, lack of concentration, absence of zest and tardiness betray their origin in unwise conduct.

Consequently you're not being trusted with important matters. You aren't fit to handle them.

Responsibility requires steady nerves and sound constitutions. You can't control yourself, so it would be manifestly a folly to place vital affairs in your charge.

We have no quarrels with your morals, per se—we are interested in them solely to the extent that they affect your stability; we insist that you can't go wrong at night and do right by day.

Why not have good habits? What men do oftenest becomes easiest.

You're damaging a fine piece of machinery. Before long it will refuse to obey orders. Where there's no will there's no way ahead. The derelicts out there in the bread line also thought that they could stop when they pleased.

—Herbert Kaufman.

CONSTRUCTIVE SALESMANSHIP

The dealer who doesn't cultivate the acquaintance of traveling salesmen who call upon him is overlooking a bet.

The salesman that is worth his salt is more than an order taker. He is an idea incubator.

He travels from store to store, from garage to garage, observing, thinking, gathering "good stuff" as a bee gathers honey.

He can tell you what the other fellow is doing to make two sales grow where only one grew before.

Next to selling goods for his house, the greatest function a knight of the road performs is that of service to the dealers to whom he sells. Helping them to select from his line each article in quantity proportionate to the probable demand; suggesting ways of displaying the goods effectively on shelf, counter or in window, are but two of the ways the wide-awake salesman can make himself useful.

Time spent talking to a real traveling salesman is never wasted.

August Momsen, president of the wholesale hardware firm of Momsen-Dunnegan-Ryan Co., El Paso, Texas, reports a very satisfactory season's business and a most excellent outlook. They do a wholesale business in shelf and heavy hardware, plumbing supplies, cutlery, fire arms, ammunition, house furnishings, mining and milling supplies. The original company was established in 1890. The present firm was organized in 1912, the officers of which are Gus Momsen, President; C. F. Dunnegan, Vice-President; George B. Ryan, Secretary, and C. A. Brandberg, and J. Fred Ryan, directors. They are anticipating an unusually busy year in 1917.



**BEWARE OF
IMITATIONS**



This perfect three-piece construction justifies the name — **EVER-TIGHT**. Note how accurately the right angles fit together. Engineers and Engine Builders acknowledge that this is the only proper construction for safety and prevention of leakage.

PISTON RINGS

You Should Sell *EVER-TIGHT* Piston Rings

Hardware dealers and jobbers should sell **EVER-TIGHT** Piston Rings, just the same as automobile accessory dealers and jobbers. There's just as much profit in it for you as there is for the other fellow—and if you're wise you're going to get that profit.

EVER-TIGHT Piston Rings prevent cylinder leakage. They produce more power, thus reducing maintenance cost. They practically eliminate the motorist's carbon troubles.

EVER-TIGHT Piston Rings consist of three separate parts grooved together into one ring by its own right angle interlock. They fit tight, without

binding. They are flexible, and friction is reduced to the minimum. The **EVER-TIGHT** is the only perfect three-piece piston ring on the market. It is the leader.

We are telling thousands of automobile and motor boat owners these same facts about **EVER-TIGHT** Piston Rings. We are convincing them that they **MUST** install **EVER-TIGHT** Piston Rings. Be in line to meet the demand. Sell piston rings that satisfy the purchaser—that make the first-time buyer your steady customer. Sell **EVER-TIGHT** Piston Rings.

Write us at once for details and prices

EVER-TIGHT PISTON RING CO., 1419 Chestnut St., St. Louis, Mo.



**The Most Marvelous Metal
Polish in the World**

BURNISHINE

**The Best Polish for Automobile
Brass Trimmings**

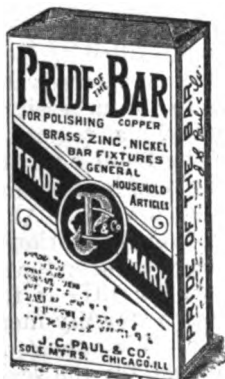
Produces a wonderfully brilliant lustre on Brass, Copper, Tin, Zinc, Silver, Nickel and all Metals. A few rubs and the article is handsomely burnished. Will restore burnt or rusty Nickel on Stoves to its original lustre. Put up in 4-oz. cans, ¼-pt. cans, 1-pt. cans, 1-qt. cans, 2-qt. cans, 1-gal. cans.

**It Saves Enough Work to
Pay Ten Times Its Cost**

Pride of the Bar

The easiest and quickest cleaning preparation in the market for Polishing Copper, Brass, Zinc, Nickel, Bar Fixtures, Mirrors and Glassware. No hard rubbing required. Write for free sample. Put up in 1-lb., 4-lb. and 12-lb. boxes.

**J. C. Paul & Co.,
CHICAGO**



BRUNNER AIR COMPRESSORS

Have been consistently demonstrating their sterling worth in the garage and machine shop for the past twelve years—they have proven by years of satisfactory service to be the most practical and efficient small Air Compressor made.

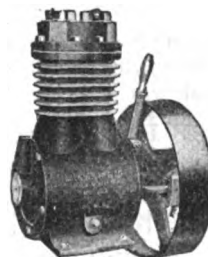
**There is a Brunner Jobber
in Every Large City from
Coast to Coast**

Write for name of the Brunner jobber covering your territory.

Let us send you our catalogue and handbook on Compressed Air.

There is a complete Brunner Air Compressor Outfit for every purpose requiring not over 15 cubic feet of free air per minute.

**Brunner Mfg. Co.
(Dept. E) Utica, N. Y.**



AUTOMOBILE ACCESSORIES

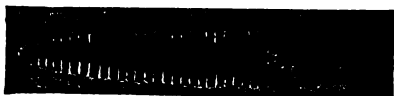


If you handle Auto Accessories, Motorcycle and Bicycle Supplies and Bicycles, why not get in touch with a Wholesale House that handles this line exclusively and place yourself in a position to serve your customers with anything they could possibly require in this line. You should have our catalog as a reference. Write for it. It will mean big business to you. Our motto—"If it's kin to an auto it's related to us."

MOTOR CAR SUPPLY CO.
1451-53-55 Michigan Ave.,
Chicago

"RICO"

Automobile Cleaning Brushes



\$12.00
a doz.

No. 100. Wire Wheel Brush



\$24.00
a doz.

No. 101. Wheel and Hub Brush

Are made from a High Grade pure black China Bristle, guaranteed to stand water and every brush will outlast a dozen sponges.

Liberal Discount to the Trade

Manufactured by

H. C. RICH AUTO ACCESSORIES CO.

131 West 98th Street, New York City

THE OPPORTUNITY OF 1917

You have opportunities right ahead of you to make more money than ever before in your business career as a seller of accessories—opportunities which, in their scope, have been accorded to but few lines of trade in the annals of history. Now is the time to prepare. In the first bright days of spring the whole world will turn to the theme of motoring, and there will be a gigantic outlay for supplies of every kind. Will the demand find you ready? To have the store looking its level best; to take advantage of every means that will influence the stream of trade to seek you out; to advertise your accessories department and to make suitable window displays; to instruct your clerks how to make sales through tactful suggestions; to have in stock an ample supply of the up-to-date goods, should be considered a duty in justice to your business and to yourself.

THE OUTLOOK FOR SPORTING GOODS

(By R. W. Kinzer, Mgr. Sporting Goods Department, Seattle Hardware Co.)

The outlook for the season of 1917 in the cutlery market is one of shortage and higher prices. This applies without exception to all pocket knives, razors, razor strops, shears, carvers, butcher knives and table knives, nickel silver and silver plated silverware.

Wage advances, shortage and delay in delivery of material are responsible for the advanced price condition.

The trend of the gun and ammunition market is still upwards. We are assured of no lower prices for 1917, with a stronger probability of further advances. No dealer can make a mistake by buying such of these goods as he may need for the season of 1917 at once.

Cheap watches and cheap alarm clocks are almost off the market. Orders placed with the factory in November will be delivered in May and June at the prices in effect at the time of delivery, which will be no lower and probably higher.

Advances have been made in the baseball and tennis goods lines, and there is every prospect of a shortage in these lines after the early orders are filled.

Croquet sets advanced almost 50 per cent. owing to the necessity of shipping rail freight instead of via steamer as formerly.

In the fishing tackle line a shortage will be felt in cheap leaders and cheaper grades of flies and snelled hooks. All factories have now withdrawn their quotations on this grade of goods.

The prospects for the automobile sundries business for 1917 is the most flattering. Our business is steadily increasing in the entire sundry line. We expect our tire business to show an increase for the season of 1917 over 1916 of at least three times.

THE NEW MOTORIST— YOU CAN GET HIM!

New motor cars pass your door in almost steady procession every day.

Their drivers comprise the most desirable trade in your market. Get them to stopping at your store, and your success is established.



O-SO-EZY

The Perfect Cedar Polish

will win for you this invaluable asset.

O-So-Ezy is one of the few accessories with which these new owner-motorists are already familiar. Each of them has received a can of it as part of his car's equipment. The manufacturer of his car has commended it.

The motorist has used the O-So-Ezy to keep his car bright and glossy. His wife has used it to restore the luster of her piano, furniture and fine floors, and is just as delighted.

Put an assortment of O-So-Ezy in your window. It will draw these new motorists like a magnet.

Order from us one of the big, carefully selected assortments shown on this page. We will ship direct or through your jobber.

Big Standard Assortment

	Each	Total	All for \$12.00
Two 1 gallon cans	\$2.50	\$5.00	
Four ½ gallon cans	1.50	6.00	
Six quart cans	1.00	6.00	
Six pint cans	.50	3.00	

Retail Value \$20.00 f. o. b. Detroit

Mahogany Finished "Silent Salesman"
FREE

These 12 Cans—\$3.00 Value
—Are FREE Until Dec. 1



A Total of \$23.00 Worth of
O-So-Ezy for \$12.00

Your Profit \$11.00—Nearly 100%
on Your Investment

ENDORSEMENT

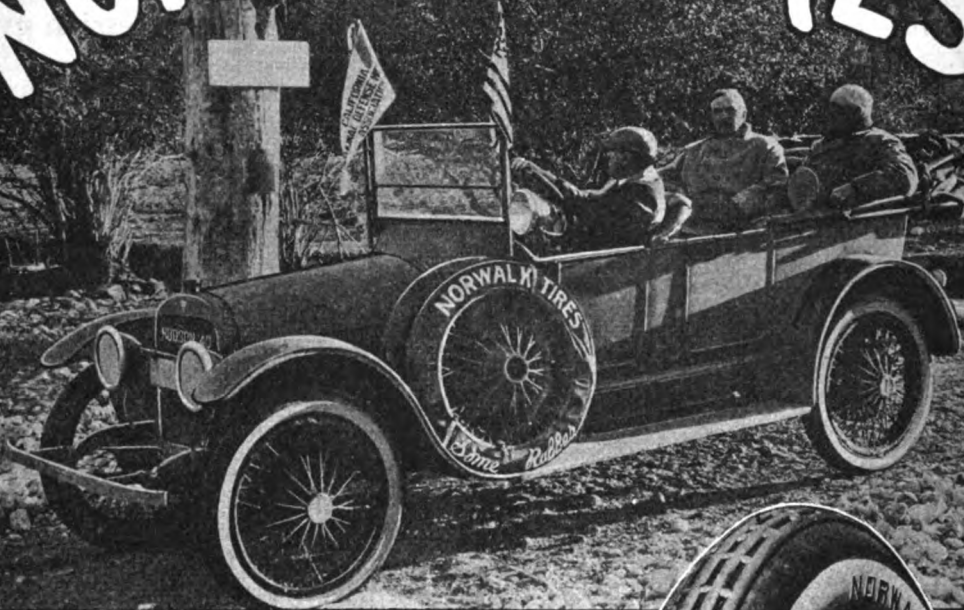
O-So-Ezy Cedar Oil Polish is recommended and supplied as standard equipment of each new car by

Overland	Scripps-Booth	Abbott
Buick	Haynes	National
Maxwell	Briscoe	Detroit
Chevrolet	Stutz	Empire
Reo	Willys-Knight	Grant
Hupmobile	Winton	H. A. Losler
Oakland	Oldsmobile	Ross
Saxon	King	Bour-Davis
Chalmers	Inter-State	Dixie
Paige	Jeffery	Detroit Electric

O-SO-EZY PRODUCTS CO.
Dodge Building, Detroit, Mich.

First Prize and Gold Medal—Highest Award—
San Francisco Exposition

NORWALK TIRES



Officials of the California National Defense Highway Association, in Hudson Super-Six, equipped with NORWALK HIGH PRESSURE TIRES. Photo taken near Lake Tahoe.

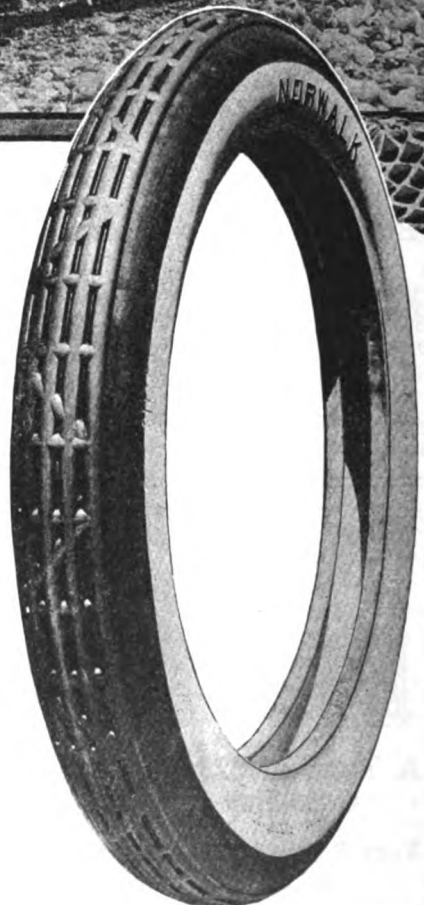
Handle Norwalk Tires. This line affords the most legitimate profit to the dealer. We co-operate in every way possible to push your sales. Get in touch with us at once and let us tell you how you can make an immense success by selling these quality tires.

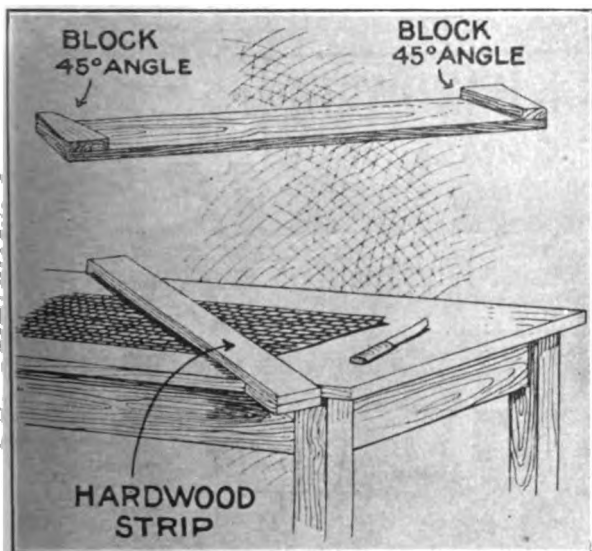
WESTERN FACTORY DISTRIBUTORS:

**LICHTENBERGER-FERGUSON
COMPANY**

Succeeding the
LOS ANGELES SADDLERY & FINDING CO.

Dept. H. 225 North Los Angeles Street
LOS ANGELES.





METHOD OF CUTTING FABRIC ON THE BIAS

The Goodyear Tire & Rubber Co. have developed a method for cutting fabric on the bias. This is done with a wet knife instead of the old method of cutting with shears.

A straight edge like the one illustrated herewith is used, with blocks that have 45° edges nailed to either end. These edges even up against the edge of the table and secure a perfect 45° cutting angle.

The device is simple but very effective. The hardwood strip which forms the straight edge for cutting can be made in a few minutes by any repair man.

Edgar Peck, who has been associated with Messrs. Cree and Steinfeld in the Reedley Hardware Co., Reedley, Cal., has retired from the business, having disposed of his interest to the remaining two partners, who will continue the business.

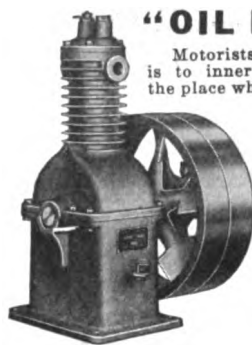
Claude Pritchett of the hardware firm of Pritchett & Son, Freewater, Oregon, has been wedded to Miss Bertha Serriso, and is receiving the congratulations and best wishes of his friends in the trade.

James Remic Co. has filed articles of incorporation with an authorized capital stock of \$100,000. They are conducting a general business in hardware, motor vehicles and supplies at Sacramento, Cal.

HARDWARE WORLD A GOOD BEDFELLOW

I have been so busy recently I do not have time to read in the daytime, and perhaps it will make you smile if I tell you I can't afford to miss the "Hardware World," so it is no unusual thing for me to take it to bed with me and read until I go to sleep.

HARRY H. JOY.



"OIL RUINS TIRES"

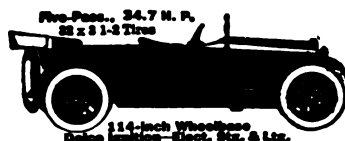
Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill their tires with

CURTIS AIR-FREE FROM OIL

Five different sizes of compressor. 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pneum. Mch. Co.
1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.

Bush Car Delivered Free



Ride in a Bush Car

Pay for it out of your commissions on sales, my agents are making big money. Shipments are prompt. Bush Cars are guaranteed or money back.

Write at once for my 48-page illustrated catalog and all particulars. Address me personally, J. H. Bush, Pres., Dept. 308.

BUSH MOTOR CO., Bush Temple, Chicago, Ill



JUST THE SOCKET WRENCHES THAT SELL JUST THE WAY TO SELL THEM

No. 300 includes an assortment. Quantities and sizes are determined by exact demand, and the Chest is offered **FREE** with the assurance that **Solves Your Wrench Problems**. Write—Ask for Catalog No. 183-D.

FRANK MOSSBERG CO.
ATTLEBORO, MASS., U. S. A.

HASTINGS & ANDERSON CO., Chicago, Ill.
EWING-LEWIS CO., San Francisco, Cal.
EWING-LEWIS CO., Los Angeles, Cal.
D. L. HERMAN, Seattle, Wash.
F. W. LYNN, Dallas, Texas.
W. W. CRANDALL CO., Nashville, Tenn.



STANLEY GARAGE HARDWARE WINDOW DISPLAY

In connection with their advertising of Stanley Garage Hardware, the Stanley Works will offer to the retail hardware trade this year, a handsomely lithographed window display cutout which is here illustrated.

This display pictures the use of the Stanley Garage Door Holder No. 1774, Garage door hinges 1457 ten and twenty-four inches, chain and foot bolts, 1055 ten inches and 1056 ten inches, the Stanley Garage Door Duplex Latch 1254, and Garage Door Pull 1266, all of which make up Stanley Garage Door Set "D."

This display is lithographed in nine colors on heavy cardboard. It stands forty inches long by twenty-five inches high and is supported by a strong easel. It comes folded up in only one piece and is very simply set up.

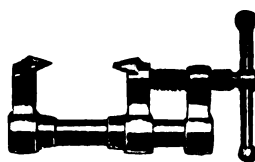
The top of the back inside wall of the garage, shown through the open doors, is cut out so that at night an electric light bulb may be set in it. From the front it will look as though your garage is lighted.

This cutout makes an exceptionally good looking

center piece for a window trimmed with Stanley Garage Hardware and other garage and automobile accessories.

Although distribution of this display will not be made until March, we are advised that requests for these displays should be sent in at once, addressed to the Service Department of The Stanley Works, New Britain, Conn.

The Stanley Works is preparing several other selling helps for dealers stocking Stanley Garage Hardware. Within a short time they will announce a series of newspaper electros, moving picture slides, folders with the dealer's name imprinted on the cover, and selling talks for retail salesmen and clerks.

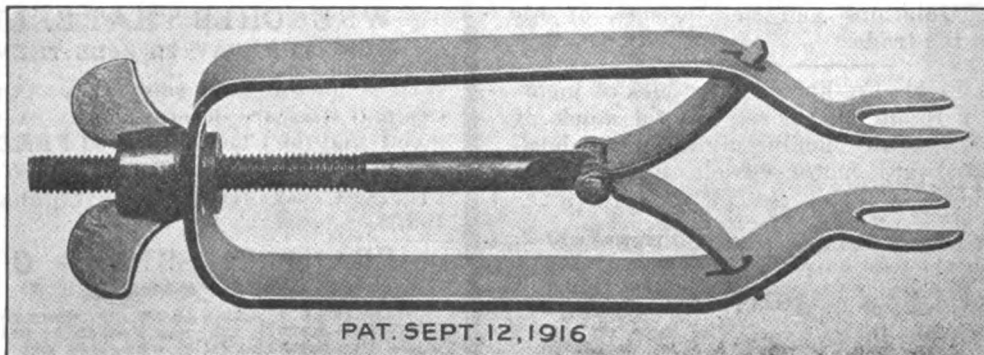


MAKE YOUR CAR RIDE EASIER

Knowlson's Spring Leaf Spreader
Adjustable to any size auto spring—100% easier riding, and **squeaking stopped**. Also a good repair clamp.
\$1.50, all dealers, or sent prepaid.

SPRING LEAF, LUBRICATOR CO.
1008 Forest Ave. Ann Arbor, Mich

For Marine Motors



PAT. SEPT. 12, 1916

Automobile Motors

THE "RYAN" VALVE SPRING TOOL

RELIABLE AGENTS WANTED

L. C. RYAN & SONS, Pacific Grove, California

BIG FIELD YET OPEN FOR AUTOS

More Cars Means Greater Business in Accessories.

BY A. R. ERSKINE.

President Studebaker Corporation.

All great and revolutionary developments surprise the world and hence people are slow to acknowledge their advent until it is patent to all. While the automobile industry ranks fourth among American industries, doing a billion and a quarter dollars annually, and has made this record in 13 years, the most remarkable industrial development in the world's history, many people regard it as an evanescent business and talk about the "saturation point" having been reached.

But the evolution of the automobile and the success and prosperity of the principal manufacturers have converted thousands of skeptics during the past few years, especially among the banking fraternity of the whole country, and banking credit and capital are now available wherever needed.

Bankers have become firm believers in the commercial stability of the automobile, but 10 years ago, and for several years thereafter, banking support in a large way was denied the struggling young industry, which was privately financed and further aided by cash deposits received from dealers and prospective buyers before the cars were delivered.

Bankers Long Wary.

It is a remarkable fact that this great industry was at first established and financed privately, until it reached a safe footing, before bankers generally began to recognize its stability. This was because the revolutionary nature of the industry rendered prudence necessary, until it was possible to determine the degree of permanency.

The talk today of a mysterious "saturation point," indulged in by uninformed persons or skeptics, is amusing to people behind the scenes, and a few facts concerning the industry will clearly indicate the fallacy of such conclusions.

The days of the horse are over. The automobile is an economic necessity in transportation, both for business and pleasure. Its application to individual uses, wide range of action, economy, charm and healthfulness, are universally admitted. In the conduct of a farm it is as much of an economic factor as any agricultural implement used thereon; it gives the farmer closer contact with markets, facilitates farm supervision and forever dispels the isolation of farm life. It is king on millions of highways and country roads not traversed either by railroads or trolleys, and is making tremendous inroads into their business. It is increasing land value all over the world.

All Eager to Buy.

The appeal of the automobile has grasped the mind and fired the imagination of more

people throughout the civilized world in a shorter time than has perhaps any other manufactured article in the history of the world. The desire for possession is already created, and the automobile salesman never has to persuade a prospect that he wants or needs an automobile; he admits it.

There are about 3,500,000 cars in use today throughout the world, of which 3,000,000 are in the United States. Statistics indicate that 5,000,000 of our people have incomes ranging from \$1000 to \$3500, and deducting 200,000 cars from the 2,700,000 to cover cars in use by business organizations it would seem that of these 5,000,000 people, 2,500,000 own cars, and the same number are yet without cars.

Similar deductions are not possible for foreign countries, but if we have 2,500,000 people left who can afford to buy cars, it seems reasonable to assume that at least there are an additional 2,500,000 in foreign countries, which would make 5,000,000 possible new owners; that is, people who have never owned an automobile.



Patented
Dec. 21, 1915

"PERFECTION" PEDAL PADS

FOR EVERY MAKE OF CAR

Clamped on in less than one minute. No bolts or drilling of holes in pedal necessary. Send for free printed matter.

AUTO PEDAL PAD CO., INC.
794-D Seventh Avenue, New York

"PREPAREDNESS" FOR SPRING BUSINESS

Increase your sales by stocking these seasonable staples.

Bicycles

A full line of Standard and Jobbing. Wheels.

Sewing Machines

Retailing from \$20.00 up.

Federal Automobile Tires

Fair list and more than fair discount.

Automobile Supplies

Everything for garage and car owner.

All of these work in well with your present line.

Send for special catalogs mentioning goods interested in.

W. E. & W. H. JACKSON

Wholesalers only.

785-787 MISSION STREET, SAN FRANCISCO

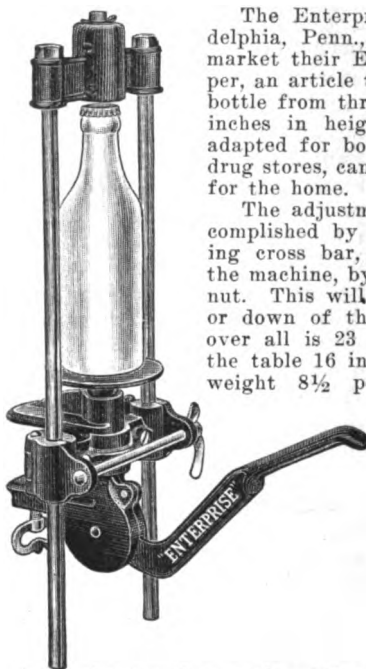


The Pennsylvania Lawn Mower Works, Philadelphia, Penn., are co-operating with merchants who are selling Pennsylvania lawn mowers, furnishing them display cards 18½x25 inches, attractively lithographed in full colors, which can be used for either window, show or wall hangers.

We have referred to other methods of co-operation of the Pennsylvania Lawn Mower Works, which makes their line a profitable and desirable one to handle. They shall be glad to supply merchants with any of their literature and advertising matter and to co-operate with them to the fullest extent in featuring the merits of the Pennsylvania line.

Further information can be had by addressing them at Philadelphia, Penn.

ENTERPRISE BOTTLE CAPPER



The Enterprise Mfg. Co., Philadelphia, Penn., have placed on the market their Enterprise Bottle Capper, an article that will cap any size bottle from three inches to fourteen inches in height. It is especially adapted for bottling establishments, drug stores, canning clubs, as well as for the home.

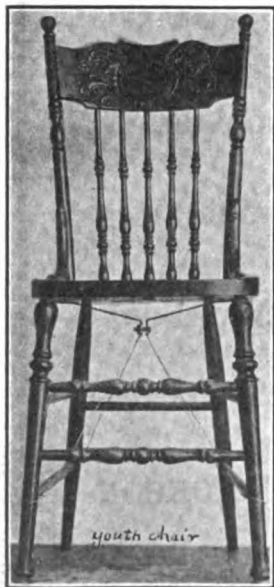
The adjustment for height is accomplished by loosening the clamping cross bar, near the bottom of the machine, by means of the thumb nut. This will allow the sliding up or down of the side rods. Height over all is 23 inches, height above the table 16 inches, width 7 inches, weight 8½ pounds, retailing for \$3.50 each. They state that 2 dozen bottles can be capped at the same time required to cork, tie and seal one bottle in the old way, besides relieving the necessary labor required to press corks tightly. The caps are very

much cheaper than corks, twine or sealing wax.

The Enterprise Mfg. Co. will be glad to give full information to any of our readers upon request.

The Kogler Hardware Co., Orange, Cal., have one of the most attractive retail hardware stores in Southern California. They handle a complete line of hardware, paint, stoves, house furnishings, and have built up a most excellent business in all lines. They report the outlook all that can be desired for 1917.

W. H. Onions & Co., a hardware firm, have moved their stock to a new location at 3731-33 Stephenson Ave., Los Angeles.



ANYONE CAN MAKE MONEY

in manufacturing a very useful article, either outright or on royalty.

Needed in Every Household—

A chair brace in which one small bolt tightens the whole chair.

No screws or nails or boring of holes in the furniture.

Made to fit any and all kinds of chairs.

Made in japanned and nickel finish to suit the chair.

Can be put on in one minute and will lock the rounds, legs and the seat of the chair as solid as a rock, absolutely without glue. Can be manufactured at a very nominal cost and should be used wherever there is a chair as it will lengthen the life of the furniture which is advancing from year to year.

I have the dies all ready for the press to stamp them out complete. Fully covered with three patents in U. S. and one in Canada.

Address for Full Particulars

JOSEPH BOUSKA

INVENTOR AND PATENTEE

BRIDGEPORT, WASHINGTON



SPECIAL OFFER ON ALUMINUM WARE



The Aluminum Products Company are calling attention to their big special offer on page 64, illustrating a set consisting of one 2-quart percolator, one 5-quart Berlin covered kettle, and one 4-quart lipped sauce pan, which they are offering

for a special price, as an introductory offer.

They guarantee each article to be made of



99% pure Aluminum, of the best workmanship, and of actual capacity.

Their methods of cooperation of distributing Aluminum ware through the merchants is worthy of investigation.

So confident are they that merchants will be more than well pleased that if any article is not as represented, can be shipped back at their expense.

These goods are made in the Aluminum Products Company's new large plant, the only one in the West, and all they ask is the

opportunity of showing merchants what they can do for them.

The Du Pont Company of Wilmington, Del., has just issued a small book which will no doubt be received with thanks by the many hunters and gunners of the country. It contains ten permit slips, reading as follows:

SHOOTING PERMIT

Date.....

I hereby grant

permission to shoot on my land.

from this date until.....

Signed.....

upon which the shooter gets the signatures of the owners of the land in the territory in which he in-

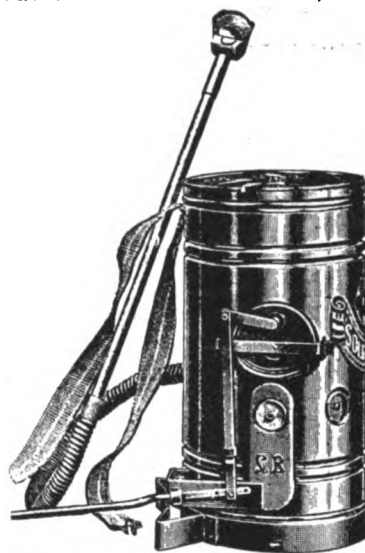
tends to hunt. These slips are neatly clasped with a different color cover.

In this form the permit will not get dirty, crumbled or lost, as so often happens to small individual pieces of paper, which the busy man puts in his pockets.

"IDEAL" SULPHUR MACHINE

The Granucci Hardware Company calls the trade's attention to the genuine Ideal Sulphur Machine as shown in their advertisement on page 55 of this issue. This machine is world-renowned and used with success by all European vineyardists as well as orchardists, and is said to be the most economical Sulphur Machine made. At the present price of sulphur this is a big item.

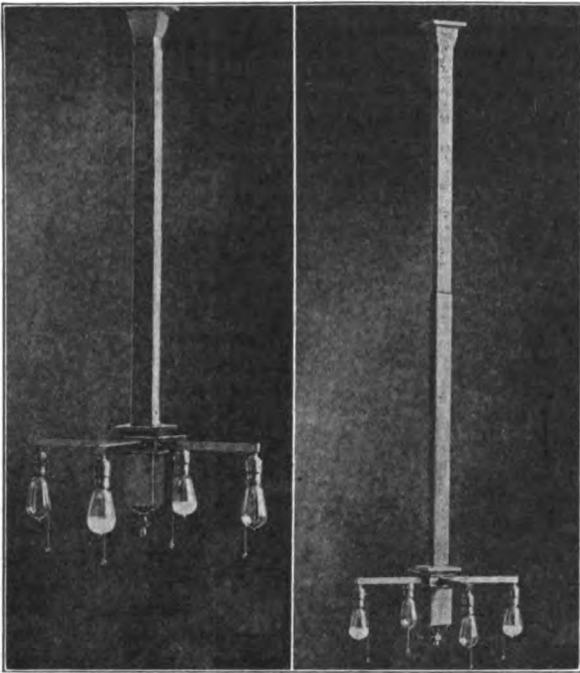
The machine is made of solid tin, handsomely finished in red on the outside. It is equipped with a twenty-eight inch rubber tube, reinforced with a spiral wire spring. There are two extension pipes, thirty-six inches long. The machine weighs nine pounds and has a capacity of twenty pounds of sulphur. It operates with double action, has only one pair



of bellows which are totally enclosed to prevent them from becoming damaged and can be readily taken apart. The Triturator, attached to a small screen, can be unfastened in a moment by turning apparatus.

For cleaning purposes, this feature is most advantageous. The

consummation of the apparatus can be regulated by moving the tritulatory guide from the first to the third hole in the lever. The pulverizer is regulated as desired by the upper and lower devices. The machine does not require lubrication. The machine is easily carried on the back of the operator. Extension pipes can be used to sulphur at a height of twenty-four feet, making it a valuable implement for orchardists. The "Ideal" is popular priced and the most economical machine on the market. It is thoroughly covered by patents and has received a number of industrial exposition awards. The company will be glad to send further information by addressing their nearest office, 1220 Boatmen's Bank Building, St. Louis, Mo., or 633-647 Front Street, San Francisco, Cal.



Adjustable Electric Light Chandelier.

ADJUSTABLE ELECTRIC CHANDELIER

M. J. Lindahl of Monitor, Oregon, is the inventor of an electric light chandelier that is adjustable, can be pulled up or down, or retained in any of the adjusted positions, working on the same principle as a window shade.

Notwithstanding the movement of the fixture or light, contact is always provided so that the lights are always ready for use.

The uses of such a chandelier are many. As a matter of fact, it is economy in the number of lights it may be necessary to install in a house or building to have such chandeliers or lights adjustable.

They are particularly adapted for dining rooms, reading rooms, bed rooms, where the light or the chandelier may be raised or lowered and put in any position.

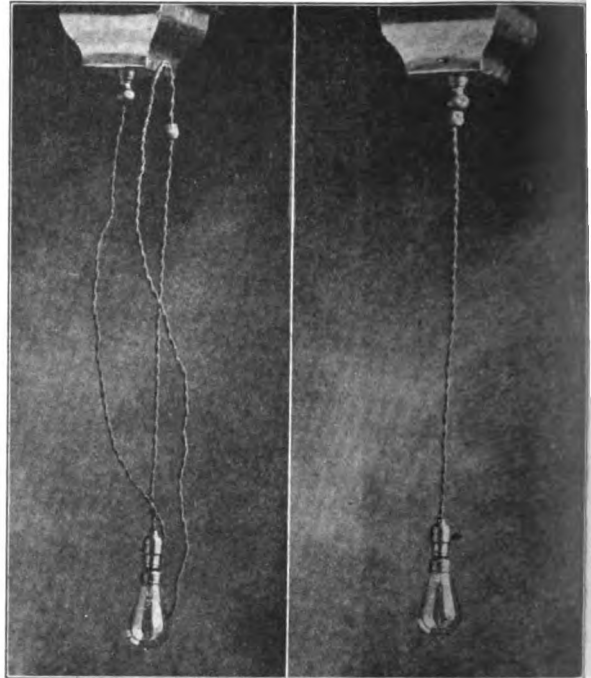
We are illustrating a chandelier, that is so constructed that two, three or four electric lights may be used either individually or collectively. The inside workings are constructed of fibre and brass, which insures a durable and safe insulation.

The regular size of this fixture is three feet in length and may be extended three feet more, making a total length of six feet. The fixture, however, can be made any length to fit extra high or low ceilings. The adjustable stem can also be attached to any other electric light fixture that is now in the market.

We are showing also an electric drop light of which Mr. Lindahl is the inventor. This is a light suspended from the usual drop wire or cable, which may be readily raised and lowered and retained in any of the adjusted positions.

The drop wire or cable revolves around a porcelain spool, which is so constructed as to receive and transmit electric current to the drop wire or cable with safety. This cable or drop light may be lowered as far as six feet in length.

Mr. Lindahl will be interested to hear from anyone who wishes further particulars and will be glad to correspond with anyone who is prepared to manufacture them.



Electric Drop Light.

NEW BERGER-CARTER CATALOG

The Berger & Carter Co., San Francisco have issued the first section, No. A-17, of their new general catalog, a considerable portion of which is devoted to illustrating and describing the Hydraulic Press Mfg. Co.'s line of Cider, Grape Juice and Tankage Presses for which Berger & Carter Co. are the Pacific Coast distributors, as well as export agents for South America, South Africa, Australia and New Zealand.

A large line of supplies and equipment used in Cider, Vinegar, Grape Juice and Winery Plants are also shown.

Other sections will follow as fast as the work is completed. There will be 5 different catalogs issued covering the 7 sections of the completed volume.

A large complete book containing the 7 sections of approximately 1200 pages will be issued in Loose Leaf Form and adaptable to the use of salesmen, buyers and others. There will be a Loose Leaf Price Book, pocket size edition for salesmen's use.

The Berger & Carter Co. are specializing in machinery and equipment for the food preserving industries.

They will be glad to give full information to any of our readers upon request.

While their headquarters are in San Francisco, they obtain branch offices and representatives at both Los Angeles and Seattle.

The LaCrosse Hardware & Implement Co. LaCrosse, Wash., are opening a branch store at Hay, Wash., where they will carry a full stock of hardware and implements.

The O. S. Stanley Co. have opened a branch house at Five Points, a suburb of Phoenix, Arizona, where they will carry a stock.

E. J. Lawrenz of Sherwood, Oregon, has recently installed a harness repair department, is also the agent for a line of automobiles and is handling accessories with success.

DO NOT TIE UP A LOT OF MONEY

The Boston Woven Hose & Rubber Co. suggest to retail merchants to use as their slogan: "Invest Less and Sell More."

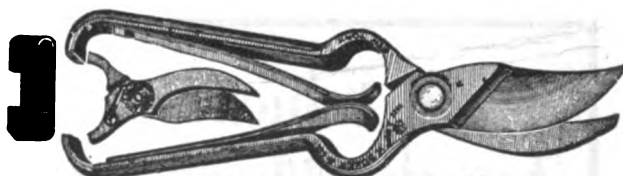
They state it is not necessary for a retail merchant to tie up a lot of money in garden hose if he will handle a line that is well advertised, one that is backed by manufacturers the merit of whose products are widely known.

They claim their advertised line of garden hose for 1917 is strong enough to support the principle of concentrated buying and selling, and enables the merchant to do more business in garden hose with a small investment than ever before.

Another point is that the standardization of the $\frac{5}{8}$ -inch size with the $\frac{3}{4}$ -inch connection enables the dealer to carry one size where formerly two sizes would be necessary.

Their methods of co-operation are unsurpassed, and all they ask is the opportunity of giving retail merchants the privilege of deciding for themselves as to the desirability from a business and money making standpoint, of the agency for their products.

William G. Hagen, a hardware and furniture merchant at Orange, Cal., has been adding to his stock recently.



GENUINE SWISS "RIESER"
PRUNING SHEARS

The Granucci Hardware Company, American importers of hardware specialties, announce that a large importation of the celebrated genuine "Rieser" Pruning Shears has been received and they are ready to quote attractive prices and fill orders. These shears are of Swiss manufacture and are generally used in large vineyards and orchards of Europe. The Granucci Hardware Company has the selling agency for North America and is in position to handle the American trade. These shears are made of the highest grade of steel and are thoroughly guaranteed. They come in sizes 8 inch, $8\frac{1}{2}$ inch and 9 inch. Write to the company for further information, addressing nearest office either at 1220 Boatmen's Bank Building, St. Louis, Mo., or 633-647 Front Street, San Francisco, Cal.

Their complete announcement appears on page 55.



A THOROUGHLY EFFICIENT LAWN SPRINKLER

Sample Forwarded On Request.

What is said to be one of the most practical and efficient lawn sprinklers on the market, known as the "Pop-Up Automatic," is illustrated in this issue, and a photograph of it in actual use on the grounds of the Utah State Capitol building at Salt Lake City is decidedly interesting.

It can be regulated from a fine mist to a very coarse stream, giving 25 feet distribution with only 75 pounds' pressure. It has but three

parts, and nothing to wear out, is made of non-corrosive metals, sets flush with surface of the ground when not in use, and can be quickly adjusted to cover either half or full circle. A photo of this sprinkler, both closed and open, is shown on page 47 of this issue.

It has proven extremely popular and has had a wide sale wherever shown.

A sample, booklet and prices can be had from the Automatic Lawn Sprinkler Co. of Salt Lake, Utah, or from W. D. Allen Mfg. Co., Chicago, and Pittsburgh Valve and Fitting Co., Barberton, Ohio.

**Are You Using the "Go-Getter" or the
"Sit-Stiller" Methods in Your Business?**

An Educator for the Merchant and Salesman

The advertising pages of the "HARDWARE WORLD" are one of the splendid educational features of it.

They serve as a persistent educator of the best goods, most economical labor saving appliances, best mechanical equipment and most profitable selling lines.

They give the talking points, the merits, the selling points, of the various lines that are usually handled by the hardware merchants.

In no other way can a merchant or a salesman get the points so quickly and so effectually as by noting our advertising pages.

It is always the man who is best informed of what is to be had, where it is to be gotten quickly and cheaply, what its merits are, that is the best salesman.

The knowledge gained from its advertising pages probably in the majority of cases, is acquired unconsciously and without mental exertion.

A dealer or a salesman is perhaps wholly unaware that he is getting a valuable addition to his general knowledge of merchandising and of the goods that he sells.

The day of the mere order-taker among salesmen is past. To hold ground for the house he represents, the salesman of today must be a creative thinker and constantly exercising his faculties on behalf of his buyer. We pretty generally realize today that the business transaction which does not allow a profit to both parties concerned is unhealthy and sure to result disastrously. The salesman is the medium which ties up the supplier and buyer, and if, in the performance of his duties, he ignores any of the factors which would operate to the advantage of either party, he fails to render that complete service which his position calls for.

Salesmanship is Service and nothing more. The biggest bills of goods come from those salesmen who have this thought uppermost in their minds.

MANUFACTURER'S AGENT WANTED.

Representatives in States west of Missouri River to handle household article selling to Retail Hardware, Department and Variety stores and to Hardware Jobbers. Must have facilities to handle small stock which will be assigned to rated agents. Special proposition to right man on Eastern territory. Veribest Sales Company, 996 Mission Street, San Francisco, Cal.

FOR SALE.

Hardware and Implement business in Southern California, in an apple growing section. 80 miles from Los Angeles, 3,000 feet elevation. Doing a business of \$20,000 a year. About one-third cash sales, balance 30 and 60 days credit. Stock will run about \$10,000. Building \$6,000. The only hardware and implement store in the valley. For further information, address, "J. W. C.," care "Hardware World."

LET US HELP YOU.

The mission of the World is one of help to its subscribers.

It is the endeavor to make each issue of the greatest possible helpfulness.

This does not constitute the extent of its service. We want every subscriber to feel that it is his privilege to make the World useful to him in every possible way. In the conduct of every mercantile business perplexing problems arise; let us solve them for you. If we do not know the solution we will find some one who does.

Do you want to know where some certain line of goods is manufactured or from whom it can be secured? Write us.

Do you want to know more about certain lines of goods or about the standing and reliability of the concern handling them? We will try and give you accurate information.

Let us help you.

Write to The World for information which you desire upon any subject. It is yours for the asking.

Business Opportunities

WANTED.

To hear from owner of good Hardware Store for sale. State cash price, description. D. F. Bush, Minneapolis, Minn.

SECOND HAND NAIL BINS WANTED.

We wish to purchase second hand revolving nail bins. Please give full information as to size, prices, etc. Address Reed & Harwood Co., 1752 Vermont Ave., Los Angeles, Calif.

MANAGER WANTED

for a retail hardware stock, principally builders' hardware. Must not be too old or too young but must be of German descent. Give references, full information by letter. Address W., care "Hardware World," 1220 Boatmen's Bank Building, St. Louis, Mo.

SPLENDID MISSOURI LOCATION.

On account of illness in my family, not due at all to climatic conditions, I wish to dispose of an excellent hardware and house furnishing business in one of the best towns and the best counties in Central Missouri. I will exchange for a business or land in Colorado, Wyoming, or Montana. Address J. W. O., care "Hardware World," 1220 Boatmen's Bank Building, St. Louis, Mo.

WANTED.

Salesmen, calling on the trade, to carry an established line of "New Process Linoleum," the best in the market. Liberal commissions; samples weigh one pound, easily shown. Linoleum Box 123, care "Hardware World," 1220 Boatmens Bank Bldg., St. Louis, Mo.

FOR SALE.

General stock of hardware and furniture invoicing about \$6000.00. Stock clean. Good town, fine country, excellent schools and growing business. The business has many good points. Write for particulars. Good building rented with splendid location. Address G. A., care "Hardware World."

SALESMEN WANTED.

Side-line salesmen, everywhere, calling on hardware stores, department stores and china and crockery store trade. Can make \$2.00 to \$6.00 per day selling our high-class household and kitchen specialties. Give references. Territory covered, lines now handled in first letter. The Home Craft Shops, Specialists in Specialties, Toledo, Ohio.

I WANT A POSITION

And I want it badly, in some live, up-to-date hardware establishment. I don't drink, smoke, am not married, have had eleven years' experience and can give excellent references from past employers. I am not looking for a fancy salary, but some place where I can prove my worth to my employers, stay with the job and make him increase his business and hold trade. Address T. F., care "Hardware World."—2916.

FOR SALE.

Owing to the death of Mr. Willis, the Willis Hardware & Implement Co., of Banks, Oregon, offer their hardware business for sale. Only hardware store in the town, good location. Stock about \$4,000. Will sell or rent building. Address, Willis Hardware & Implement Co., Banks, Oregon.

AN A-1 OPPORTUNITY.

An old established hardware business located in one of the best towns in the Sacramento Valley, California. Stock will invoice about \$10,000.00. Owing to death of senior member of firm, outside interests require personal attention of other member. This is an unusual opportunity to step into a splendid paying business,

good central location. Will either sell or lease building. Will bear fullest investigation. Address H. Mitchell & Son, Colusa, California.

WANTED—COMMISSION SALESMEN.

We wish to correspond with salesmen calling on hardware jobbers, wholesalers, and large department stores. You can increase your income by getting orders on our fibre chair seats as a side line. We pay liberal commission. United Chair Seat & Novelty Co., 55 East 10th St., New York, N. Y.

FOR SALE.

A well established general hardware business in bright little city in one of the richest valleys in Southern California. On account of continued ill health, owner wishes to retire from mercantile business. Desires to correspond with buyers only. A bargain for man who wants an established business. Address "Willis," care "Hardware World."

SALESMEN WANTED

in all western states to call on dealers and garages with various factory lines, including tires, spark plugs, piston rings, oils and good specialties selected for personal sale. Good commissions and your choice of territory. Especially attractive to salesmen with own automobiles. Write today, giving references, experience and territory preferred. Box 839, Boise, Idaho.

SPLENDID BUSINESS OPPORTUNITY.

A well-established paying hardware, implement and plumbing business in Florida. Having rail and water shipping facilities; located in the choicest farming section. The entire stock of merchandise is uniformly good and well selected, and contains no dead stock. Has and can be turned five times per year. Reasons for selling, the death of the owner. A good bargain will be given to the buyer. Address "F. H. G.," care Hardware World.

FOR SALE.

General stock of hardware invoicing about \$4,000. Stock clean. Good town and best location in town in Northwestern Missouri. Good large territory, rich farming country, good schools and churches. Three banks. On railroad. Good business, increasing every year. Also have Implement business in connection, invoices about \$4,000.00. Would sell both, or hardware separate. Address "E. R. M., care "Hardware World."

POSITION WANTED.

Old established, high grade hardware store in one of the best suburban towns to Los Angeles (doing from fifty to sixty thousand a year) wants an up-to-date manager. One who is competent to handle and can show results. Opportunity excellent. If satisfactory must be able to invest at least \$10,000.00. Not that money is wanted, but to get the right man. Man must be of good character, prefer not over 40 years old. Present owner wants to let up on the work. State particulars and experience. Address W. H. Warren, 229 No. Los Angeles St., Los Angeles, Cal.

MANAGER WANTED.

Manager for up-to-date general merchandise store, including implements, in growing Montana town on Milwaukee railroad, doing a business of \$150,000.00. Applicant must be man of ability and of good habits. Would expect him to take stock in the amount of \$10,000.00. Exceptional opportunity. Address W. A. S., care Hardware World.



Running Things Into the Ground

(By Harry Gale Nye)



the contender searches while practicing the gentle art of mussing up humanity. He hit the American character right where it lives and gets its mail.

Many is the good reform that has gone wrong because it had too many or too noisy advocates. Nothing will make a song so unpopular as popularity. And people have even been known to vote the other way because they got tired of being told that something was right. If it is a song we sing it to death, if it is a reform we talk it to death. For a while we are as busy as a man with a new Victrola. Everybody who comes in has to listen to the whole repertoire from "Le donna emobile" to "Sit Down, You're rocking the Boat." Nowadays, when a wise man calls and spots one of the things he never takes off his coat. He knows he must be going soon.

And the pop song! Full of grammatical breaks that even you and I can see, with the music written by some chap who didn't have brains enough to make good as a janitor but is making a million a minute, writing junk instead of cleaning it up, we think we like it the first time we hear it in a more or less musical comedy. And then the street-car conductor

"IT'S a good thing, son," my old grand-dad used to say, "but don't run it into the ground." The old man may not have known he was a prophet or thought he was a seer, but when he handed down that great truth made of simple roots and yarbs, he hit a lot of Americans right in the spot for which

blows it through his frosty fingers on a February morning; the elevator boy breathes it into your ear flavored with spearmint; your own office boy greets you with it when you come in; and your stenog hums it while you are trying to make up your mind whether to give the fellow another thirty days or tell him what you really think—or would think if that darned tune would let you.

No one ever will be able to explain the passing of the bicycle except on the ground of an overdose of popularity. It is coming back now because the American public has forgotten how nutty it once was on the subject; and such is the usefulness of the animal that it will survive even popularity. The automobile is having an awful run; but it also seems safe, because we will still want them even when everybody has one.

But oblivion is getting ready to receive the ukelele, and the trading stamp, and the billion dollar moving picture, and a whole lot of things that may not have been so bad in themselves, but were ridden to death by people who thought they were inspired by an idea instead of being merely stung by a bug.

All of which is to say that there come times even in a man's business when he is in danger of running some good thing into the ground. The man who takes an extra five days may get away with it now and then, but—well doesn't, that's all. And don't let the ultimate consumer slip it over on you, either. Now and then, even among the great buying public, you will find an individual who will take advantage of a dealer if he thinks he can get away with it.

The lawyer and the doctor kick about the number of sidewalk consultations they have to give; but did they ever have a party come in to the shop and buy a nickel's worth of nipple

Order Now

Prospects for an early
Spring
BUSINESS
are excellent and owing to
present market conditions
it is

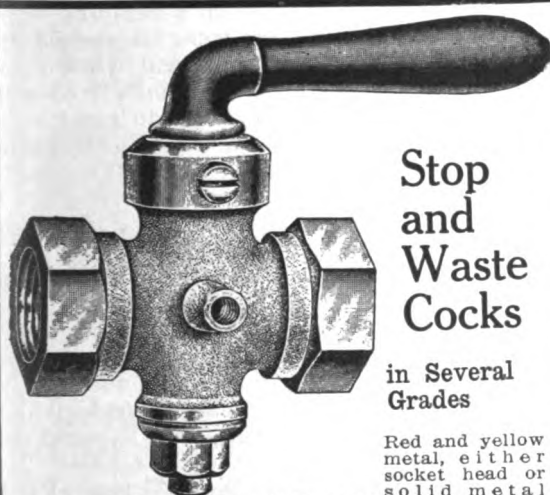
IMPORTANT
that you "Order Now" to
insure prompt deliveries.

Our 'Faultless Fixtures'
will be in demand and our
stock at present is com-
plete and well assorted.

We Ship Promptly

M. L. Kline

30 Years' Wholesaling Reliable Plumbing and Heating
Supplies in Portland
84-86-87-89 Front Street



**Stop
and
Waste
Cocks**

in Several
Grades

Red and yellow metal, either socket head or solid metal handle, but all "Dependable." Not for use alone in cities where the pressure is low, but where it runs up to 200 lbs. and you know only a good stop and waste can be installed there. Ours can, and you can depend on it. Once they are installed, you can stop thinking about them. Your only labor is that putting them in, and none taking out, because you don't have to take them out. No controversies with your jobber over consequential damages, and a satisfied "come-again" customer is assured you, when you specify cocks or valves.

Manufactured by
Detroit Brass Works, Detroit, Mich.

2000 Brooklyn Avenue.
E. L. CULIN, Pacific Coast Representative
San Francisco.

KEYSTONE REVERSIBLE RATCHET



COMBINATION NO. M-200
Consists of Four Complete Ratchets in One.
Has long and short feed for any style of
Morse Taper, Square Shank or Flat Drill.
All parts interchangeable and it takes but a
minute to change to any style required.

WESTCOTT ADJUSTABLE "S" WRENCH

For Nuts
Handle Malleable Iron, Jaw Forged Steel

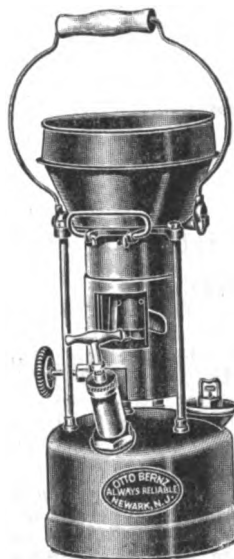


Sizes 6, 8, 10, 12, 14"

ASK YOUR JOBBER

The Keystone Mfg. Company
BUFFALO, NEW YORK

1916 — The Best Year Since We Started in Busi- ness in 1876



PATENTED
"B" Kerosene

During 1916 the users throughout the country have bought more "ALWAYS RELIABLE" furnaces and torches than ever before. There surely must be some reason for this.

If you don't know this reason, ask some users and they will explain. When you buy the "ALWAYS RELIABLE," you receive furnaces and torches that are fitted with patented features, which make them the most practical.

Try some when again in need and convince yourself.

Your jobber will supply at factory prices.

Catalog free on request.

OTTO BERNZ, NEWARK, N. J.

and ask for two dollars' worth of advice with it—not as a favor, but as something to which he or she, it or they were justly entitled? Every man of business, in the retail end of it, anyway, now and then will have to give something and get nothing. But don't let people run it into the ground.

Perhaps not very many shops are bothered by another kind of fellow, but in some localities he is quite common and grows to a ferocious size. That is the fellow who just runs into the shop with a piece of pipe or a bolt or a square of tin or something else and wants to cut a thread or loosen a nut or solder a corner or perform some other simple little operation that will require the use of your shop and your tools for only a few minutes. Honest to goodness, I don't know what you are going to do with that fellow, and I hope you won't think me a tightwad or a grouch for mentioning him. But I have known some plumbers who admitted that this breed gets on their nerves, and they wished they were extinct, like the mastodon, and they wondered why the mastodon was extincted first, and the tool borrower permitted to live.

There are a lot of alleged humorists who think or rather write, that the plumber's nerve is developed better than his biceps; but it has to be to survive the shock of some of the things that he has handed to him occasionally by the downtrodden public.

The worst of it is that, before he gets through, you probably will have to lend a hand to the tool borrower, and drop work for which people are paying you regular money, in order to do it. And, as you do it as a voluntary favor, the best you can expect is "Much obliged." There have been cases where men didn't even get that.

I suppose we shall always have to put up with him; but let's not let him run it into the ground.

HOW TO MEASURE SCREW THREADS

"How to Measure Screw Threads" is the title of an interesting booklet issued by the Greenfield Tap & Die Corporation, Greenfield, Mass., who will be glad to send a copy of it to any of our readers who have not received it if they will make the request. This bulletin is the first of a series of treatises on threading and gaging problems.

This booklet gives much valuable information with reference to gaging the tapped hole, gaging the screw, showing the most economical way and method of measuring screw threads, illustrating same with diagrams and photographs. The book also gives a number of tables of proposed tapped hole limits, which have been carefully worked out.

This is a booklet that should be at hand for ready reference.

HOW A CALIFORNIA PLUMBER FINANCED A NEW AUTO- MOBILE

(By Harry E. Mayhew.)

A representative of the "Hardware and Plumbing World" recently received an invitation to enjoy a spin in a handsome new six-cylinder automobile in company with its proud owner, a leading merchant plumber of the South-land.

So charmed and fascinated was the "World" man that he could not find enough words of praise for the easy riding qualities, wonderful bursts of speed and handsome appearance of this latest model car when compared with the humble little "Tin Lizzie" in which he had to be content when chugging along the highways from day to day.

Our friend upon purchasing the car had named it "Eve" and whenever speaking of his prize always called it by its given name "eve," very much to the amazement of the man of "Pencil and Pad," who determined he would ask the proud owner why he gave it so old and undignified a name when he could easily have given it one of the late and fascinating names so appropriate to its newness and beauty.

In answer to the "World" man's question our friend replied: "During the summer I put in two weeks at Bear Lake on a camping trip, along with my family. We were all packed up ready for the return trip home and when I attempted to crank the machine it backfired and threw me against the fender. I didn't pay very much attention to it at the time and had nearly forgotten my experience, but soon after reaching home I realized quite a pain in my side. I allowed it to go on for two or three days when I decided I would consult a doctor.

"That gentleman of the surgical profession informed me I had broken a rib and he proceeded at once to repair that important 'slat.' I always carry a pretty heavy insurance so when the company settled up I took the money which along with the old 'Ford' which I had driven for two years, was sufficient to purchase this new car."

"I see," replied the "World" man, "but that does not explain why you call the car 'Eve'."

"Oh," exclaimed the proud owner. "I call her name 'Eve' because she came from the rib of man."

J. Smith, Los Angeles, is preparing to engage in the plumbing business at Chino, Cal.

T. E. Williams has entered into partnership in the plumbing business with Magnus Mainland at Bisbee, Arizona.



That is the verdict of plumbers, jobbers, owners and all who know the quality of

WHITE PYRALIN Bath Room Fixtures

Wherever GENUINE PYRALIN Products are installed, it means Repeat Orders, More Business, More Profits.

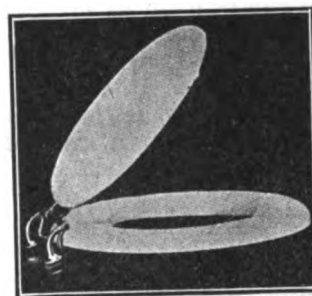
Every one prefers White Pyralin Fixtures because they not only LOOK clean but are easily kept clean and sanitary.

There is nothing to equal our **"Pyralin Covered Seat"** for quality, price and durability. It has become a popular leader in the closet seat field. Write for Catalog.

C. F. CHURCH MFG. CO., Holyoke, Mass.

These goods can be obtained from the LEADING JOBBING HOUSES IN THE WEST. INSIST ON THEM. If you cannot get them address for information, W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by Holbrook, Merrill & Stetson, Crane Co., A. H. Busch Co., and all the leading jobbing and supply houses. Our **"Genuine Pyralin" Closet Seat**

Genuine Pyralin Products cost no more than inferior goods, so insist upon getting the best — the Church quality.



HE CAN START IT WITH A CRESCENT

The Real Test of a Wrench

**Comes in Starting a Nut
That Has "Rusted On"**

In such an emergency the wise mechanic prefers a "Crescent" because he knows it will always stand the strain

WE GUARANTEE EACH CRESCENT TOOL

to give satisfaction and will replace or refund the money on any tool which does not do so. The purchaser to be the judge.

CRESCENT TOOL COMPANY
JAMESTOWN, NEW YORK



Improper Use of Drainage Systems

By Lafayette Higgins, Sanitary Engineer of Iowa State Board of Health

(Editor's Note:—What is here written should not only be carefully read but the information distributed by plumbers. It applies to every other state as well as Iowa.)

THE facts relative to the misuse of drainage systems as sanitary sewers may be very briefly stated. Any use of common drains for drainage purposes other than for the carrying of ground water or storm water is a misuse of such drainage.

Practically every city, town and village in Iowa where storm water or ground water has constituted an inconvenience or a nuisance has been equipped in some degree with storm water drains. Primarily such storm water drains were intended and used for the disposal of ground water. In the earlier installations it was generally true that such drainage was intended to dispose of the water which collected in cellars and basements. To some extent such drains were used to drain low lands within such centers of population. Such drains were usually thought of and considered as water drains, and where of any considerable extent, as drainage systems.

Later, drainage laws were enacted under which extensive drainage systems might be legally installed, and the enlargement of such legal provisions has given to us the drainage district and the drainage system, as they are now understood and employed.

Beginning with the earliest form of water drains, we find the residents of localities or centers of population installing lines of drain tile in streets and alleys and highways, and connecting up the cellars and basements of residents, places of business, and buildings of a public and semi-public character. Ordinarily, no trapping was placed in the cellar and basement drains until it might occur that for one reason or another seemingly unnatural odors were noticed in the cellars and basements, or until it was found that vermin could find their way into such cellars and basements through the drains. It also happened that the roof water was discharged through such drains, which practice is now common and proper.

Up to this point of usage, we may understand that no misuse of water drains or drainage systems occurred. However, in the most natural way, and by slow degrees, misuse has grown. The first misuse was the discharge of laundry water and sink water. Possibly in more instances of early misuse it was the discharge of sink water, the washing of kitchen waste and the water of wash basins. The possible dangerous content of such water was not at all understood fifty years ago, and is not

understood at the present time by all the people, although within the past few years most people interested in sanitary installations understood something of the possible and probable dangers from such waste water.

From the lavatory comes all of the dirt, impurities or infectious material which the individual receives and retains on the exposed surface or members of the body, and which in the process of washing are immediately removed and discharged as waste water.

The kitchen waste discharged through the kitchen sink contains whatever of dirt and infectious material may exist upon meat, vegetables and other articles of food which are handled and prepared in the various culinary processes which require extensive washing or cleansing, which refuse, fragments of meat, vegetable parings and various kinds of garbage are sent through the kitchen drains to lodge in the cellar drains and undergo decomposition, and probably furnish obnoxious odors, and possibly constitute a menace to health. There is also contained in the sink drainage whatever of impurities or infectious material may be washed from the hands or bodies of those engaged in the various kitchen operations.

The laundry wastes are next in importance, and represent a misuse of drainage systems. So far as laundry processes involve the use of boiling water or water at a sufficiently high temperature to render sterile infectious matter or disease germs, we may consider the danger to be minimum. In so far as laundry operations may be carried on with water of insufficient temperature to accomplish the sterilization of infectious material, the danger from such laundry water may be considered sufficient to constitute a misuse of ordinary drainage systems.

Perhaps the principal objection to the discharge of laundry water through the cellar or basement drains into an ordinary tile drain lies in the fact that such laundry water contains a considerable soapy content which lodges in such drains, and sometimes results in the clogging of the drains, and in the case of untrapped drains may be responsible for disagreeable odors resulting from the decomposition of the soapy sludge lodged in such drains.

Creamery wastes may be included in this discussion for the reason that in recent years such wastes have been allowed to enter whatever system of sewers or drainage a town might have installed. In some cases, creamery wastes have been sent directly into the drainage tile of a drainage system. Such use of a drainage system is manifestly wrong. Creamery waste is difficult of disposal, sometimes creat-



Install *Koy-eta*

The quiet closet that suppresses those sounds of rushing and gurgling water that your clients do not want to hear.

Koy-eta is an unusually attractive closet, made of pure, white vitreous China, and like all the "Pacific" line is guaranteed forever against any defects in workmanship or materials.

"Pacific"



Plumbing Fixtures

For Sale by all Jobbers

Main Offices and Showrooms
67 New Montgomery St.,
SAN FRANCISCO, CAL.

Factories
Richmond,
California.



No. 1 Fire Pot. List Price Each \$12.00
Discount.....

THE NO. 1 C. & L. FIRE POT

is the best general utility Fire Pot ever produced. The top section will easily care for a pair of 12-lb. coppers and melt a pot of metal at the same time if desired. The burner is swiveled giving the operator perfect control of his fire at all times. The tank is made of heavy gauge seamless drawn steel reinforced, with all fittings and the bottom welded in, making it extra strong and durable. The No. 1 is a winner; include it in your orders. Jobbers supply at factory price. Send for Catalog—it's free.

CLAYTON & LAMBERT MFG. CO.
Detroit, Mich., U. S. A.

A GOOD UNDERSTANDING is what makes the **MARTIN** Portable Vise Stand and Pipe Bender stand without hitching. Legs are quickly detachable. Light and easy to carry. Bender has a capacity of $\frac{1}{4}$ to $\frac{1}{2}$ inch pipe.



Will Not Kink Pipe

Patented Jan. 26, 1915

We want you to try the MARTIN for 10 days at our risk. Send it back if you don't like it.
Write now.

H. P. MARTIN & SONS, P. O. Box No. 475, Owensboro, Ky.

ing a serious menace by reason of the decomposition of such wastes where lodgement of the same occurs in such drains, and the sludge from such waste generally clogs the tile drains, causing difficulty.

The most serious misuse of drainage systems is the direct use of such systems as sanitary sewers.

Such misuse has been quite natural, is sometimes thoughtlessly done, but in some cases the people have really believed that such use was legitimate and harmless.

It is needless to occupy time in enumerating special cases. In some instances the tile drains placed in the streets and alleys now constitute the only sewer system of such towns, and generally in such cases, the drainage system is laid with ordinary drain tile with open joints. In other cases, the drains were built with sewer tile with uncemented joints, and such drains are somewhat better than ordinary tile drains; but such construction is neither sanitary nor safe.

In practically every Iowa town or village where drainage systems have been installed, whether built by either method as above stated, there will be found a considerable use for such drains as sanitary sewers. All such misuse has a beginning, and the beginning is easily made. The property owner desires to install a sanitary toilet in the home. This cannot be done without disposal of toilet wastes. The drain tile is in the street or alley near by. He may have cellar drain or basement drain connected with such line of tile. He simply connects the toilet into the drain. At the same time, or soon after, he may install a lavatory and bath-tub, and connect the same to the outlet tile. He has thus completely installed a modern sanitary equipment in his home. Such an installation attracts attention and is commended. His neighbors do likewise. This is the story of practically every town or village in Iowa where a real sanitary sewer system has not been installed.

Such use of drains is illegitimate, and so far as the writer has investigated, the courts throughout the country so hold.

There is still unsettled the question whether or not a town or village included in a drainage district may legitimately discharge into the drainage system of such district the washings or leachings of garbage or semi-sewage pollution.

So far, it seems to be allowable to discharge the washings of ordinary street refuse into water-ways which would naturally receive the surface drainage of such localities, and this fact may warrant the discharge of the washings of ordinary street refuse into drainage systems which lead into the water-ways furnishing the natural outlet for the run-off water of such localities.

This discussion is perhaps sufficient to indicate the common misuse of drainage systems as sanitary sewers. It may also be stated that some towns are attempting to combine a sanitary sewer system with a drainage system.

In some of these cases, the people have thought that a sanitary sewer system might be allowed to discharge into the drainage systems without the purification of sewage. As before stated, such procedure is not legitimate and should not be permitted.

In other cases, the necessity of purifying the sewage collected by such sanitary sewer systems before discharging the same into the drainage system is understood, and provision is made for such purification. When the sewage is sufficiently purified, or such purification reaches the standards required, such treated sewage may properly be discharged into a drainage system. It is readily understood that such purification may be each by the use of properly designed and carefully operated sewage treatment plants.

The objection to the installation of a sanitary sewer system and a drainage system, coordinately, in a municipality would be that residences or other buildings not located within reach of the sanitary sewer, but located within reach of the drainage system, would in many cases be connected up with the drainage system. It may be assumed that such abuse of drainage systems would not be allowed, but past experience indicates that such abuse would prevail unless the local boards of health of such towns were alert to the dangers involved and would prevent such installations.

The above discussion is sufficient to set forth the common misuse of drainage systems as sanitary sewers. The instances related are real and not imaginary, and the truth of the statements may be verified wherever a drainage system has been installed in a drainage district which includes a part or all of the territory occupied by a city, town or village.

It is, therefore, apparent that all engineers interested in drainage systems and sanitary sewer systems should be alert, and endeavor to prevent any misuse of drainage systems by using such systems in any degree to dispose of sewage.

The Master Plumbers' Association of Portland recently elected D. S. Williams as president, H. Clausenius as vice-president, H. J. Rowe, recording secretary, H. X. Brown, financial secretary, J. R. Widmer, treasurer and C. Carson, sergeant at arms. The executive committee is composed of F. W. DeRemple, W. T. Finnegan, Charles Fullman, R. D. Rennie and E. Reudy.

No one ever hits the target who does not aim above it; and the farther away it is the higher one must aim.



CAUTION

COPPER-Brased Pneumatic Tanks are made only by our Company

Do not be deceived by the foolish statements of some manufacturers that their so-called "brased" tanks are just as good as Scaife's.

If your jobber does not handle Scaife Copper-Brased Tanks, we will tell you where you can get them.

Remember, we positively guarantee these tanks to hold air without loss of pressure. Will any maker of Riveted Pneumatic Tanks do the same? Send for Catalog.

114 Years Old. Founded 1803.

WM. B. SCAIFE & SONS CO.

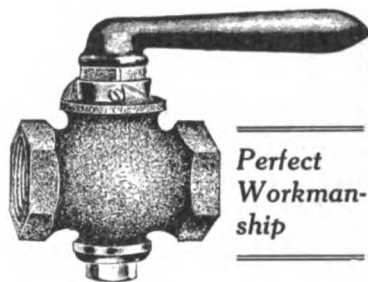
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Pittsburgh, Pa.

New York Office—26 Cortlandt Street

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Is What You Want and Get in
Hays Gas Cocks



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Designed*

*Perfect
Workman-
ship*

Rigidly Tested and Inspected

Catalogue "D"
Showing Complete Line
Sent on Request

Hays Mfg. Co., Erie, Pa.

W. ERWIN GILCHRIST, Pacific Coast Representative
681 Market Street, San Francisco

The Banner of Merit

SHOWING

*The Official Award
Ribbon*

of the

Medal of Honor

AWARDED

Trimo Tools

AT THE

Panama - Pacific
International Exposition



SEND FOR CATALOGUE NO. 777

"Honor Awarded Means Merit Rewarded"

Blind Advertising

There has been much written in the past five years relative to advertising. This subject has been approved from many different angles so that it would seem if it were an easy matter to plan and plant an adv. about as might be desired.

However, a tour into many a rural district discloses the painful fact that a goodly percentage of master plumbers and master fitters are yet unconvinced of the advantages of an adv. in their local paper—and so refrain, limiting their efforts to two or three hundred calendars sent out once a year plus the sign on their door. Others are on the “anxious” seat with a small card, possibly two inches of space—in said local paper bearing the warning that Jones & Co. are still in the plumbing, heating and sewerage line of business. “Estimates furnished free.” There are a few, however, of the contracting master plumbers and fitters who have had the nerve to actively enter the advertising game and they seem to be getting results for their time and money invested.

There is another slant, however, that the writer wishes to present which has appeared within the past sixty days. A friend of the writer applied to the manager of a certain factory which turns out certain plumbing articles for a position as advertising manager.

“We don’t need such a man, we have all the goods made up we can sell in the next six months,” replied the manager. Unless I knew of its actually happening I certainly would not have believed it. That a large concern, with plenty of close competition, did not need to advertise simply because they had a full stock. Can you figure out the logic of it? Anyway, be it said that their goods are not moving rapidly and such occurrences prove that the contracting plumber is not always the blind one.

There are various manufacturing concerns in both the plumbing and heating lines that, for some years have been conducting national advertising campaigns relative to their lines of goods.

Creating a demand for their goods so it is in order that the contracting plumber and fitter may benefit—also themselves in disposing of more goods, for be it said that if some of the manufacturers waited the movements of some plumbers and fitters the wheels of their factories would soon cease turning.

Through a long course of experimenting some of these manufacturers have found that advs. vary. To state it more definitely, an adv. that is good reading copy for an ordinary customer is not exactly suitable to a mechanic and vice versa. Consequently it is advisable to, so to speak, adjust your adv. to the place it is to be circulated. There is a further divi-

sion. An adv. that hits favorably a man who buys ten or twelve plumbing units per year, does not have the right effect on a man who buys say five hundred units. So when you see an adv. published that attempts to hit the jobber, the plumber, the customer, the butcher, baker and candle stick maker all at the same time you have a very stingy advertiser or one who is not fully posted in the game or advertising medium that does not thoroughly understand the situation. This leads to the analysis of an adv. that was recently published relative to certain goods sold universally.

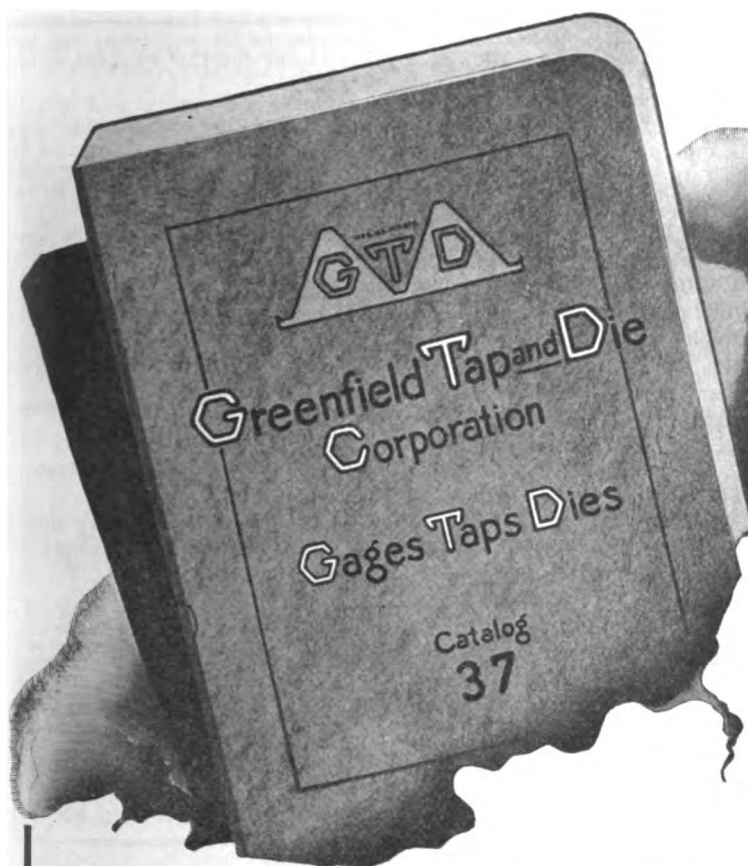
It was a full page adv. and in one corner were several fine pictures. Indeed the artistic value of the pictures, their pat arrangement and “punch” just about told the story. We believe that at least three out of every five persons who saw that page would have “got” the lesson had there been no printed matter at all connected with the adv. A rather close analysis of the reading matter of the adv. discloses that there were nearly fifty words in the adv. that could have been omitted thereby making a stronger, briefer article.

The type in the adv. was too small and there were no sub-heads. One had to begin at the very start and read all through before one got next to what the manufacturer was trying to get at. He seemed to delay the game by delighting to neglect furnishing the information. Several points that should have been “cinched” were allowed to go by entirely.

The main idea, which was the co-operation between the master and the manufacturer was expressed in very small type in an obscure manner toward the close of the reading matter. Considering the various sources of expense in that adv. it would not be excessive to assume that, for the one insertion it had cost the company somewhere near a thousand dollars.

We hold that the reading matter of that adv. should have been of the most convincing character with plenty of “pep” and “punch.” It should have been of such a nature as to have added greatly to the value of the illustrations and have brought no doubt in the mind of the reader as to what the author was trying to get at, but it certainly fell far short of that mark and is only another instance of the blindness of some one who sure “slipped.”

It was a mighty good example of what could be called an unbalanced adv. We believe that one of the surest ways to improve one’s self is to take up a trade paper or one of the papers having a general circulation and read through the advs. regarding articles with which you are fairly familiar. How have the advs. told the story to you? Can you get a



Just Out Catalog 37

SCREW CUTTING TOOLS, GAGES AND REAMERS

including

"ACORN" DIES FOR MACHINES
BURRING REAMERS
DIES, ADJUSTABLE AND SOLID
DIE HOLDERS
GAGES, THREAD AND CYLINDRICAL
"GREEN RIVER" DIES AND SCREW PLATES
"GUN" TAPS
"LIGHTNING" DIES AND SCREW PLATES
"LITTLE GIANT" DIES AND SCREW PLATES
PIPE STOCKS AND DIES
RATCHET DIE STOCKS FOR PIPE
REAMERS, FOR EVERY PURPOSE
SCREW PLATES, FOR EVERY PURPOSE
TAPS OF ALL KINDS
TAPPING ATTACHMENTS
TAP CHUCKS, FRICTION
TAP WRENCHES, ADJUSTABLE
THREADING MACHINES
WELLS SELF-OPENING DIES

IN THIS NEW CATALOG are shown all the lines now manufactured by the Greenfield Tap and Die Corporation and which have heretofore been shown separately in the catalogs of the Divisions:

WELLS BROTHERS CO. DIV. NO. 34
WILEY & RUSSELL MFG. CO. DIV. NO. 36
A. J. SMART MFG. CO. DIV. NO. 3

and include the following famous brands:

Little Giant

LIGHTNING

GREEN RIVER

SMART

Every need of the user of screw cutting tools will be found in this new book.

Every tool is backed by our guarantee and 45 years' manufacturing experience.

GREENFIELD TAP & DIE CORPORATION

GREENFIELD, MASSACHUSETTS

New York, 28 Warren Street

Chicago, 13 South Clinton Street

Philadelphia, 38 N. 6th Street

Write to-day for **GTD** *Catalog Number 37*

clear idea from them and are you enthused to the point of asking further information or possibly making a purchase? If not, why? Here is a chance to improve your own ideas relative to making up advs. for there are few of us so good at it, but that there is considerable room for improvement. Seek to tell your story in simple, forceful language, and have each idea dovetail with the other ideas. Make the adv. so that your meaning can not be possibly mistaken. This can be done if study be put on the adv., but it will not come by simply sitting down and dashing off the adv. as if it was a reply to a dunning letter.

A PROGRESSIVE CALIFORNIA MERCHANT

Among the enterprising far western hardware merchants who have been doing a most excellent business, and whose trade has been developed by progressive management and giving careful attention to the wants of their customers is the Naylor Hardware, Plumbing & Supply Co., Berkeley, Cal., who are located at 3212-3214 Adeline street.

The photo does not do justice to the appearance of their store, which is arranged in a most neat and attractive manner.

They are typical of many hardware and plumbing dealers throughout the West, as these lines are closely allied, and outside of doing a plumbing and sheet metal works, including wire and electrical supplies, they carry a full and complete line of everything pertaining to hardware, sporting goods, house furnishings, paints, oils, cutlery, stoves and ranges.

Mr. Naylor, president and manager, is known as

being progressive in business, and believes the service he has been able to render to his customers has been responsible to a great extent for the splendid growth of their business.

He tells us their salesmen are regular and religious readers of the "Hardware and Plumbing World," finding many ideas and suggestions in each issue of the hardware section, and the plumbers find the plumbing section equally valuable and helpful to them in their work.

He also tells us 1916 was a most prosperous year with them, and he looks forward to an even better year during 1917.

"I DON'T KNOW"

The three hardest words in the English language to put together.

I don't know.

It takes courage—no, genuine nerve—to make use of this innocent word-combination.

I don't know.

We are ashamed of the fact that we don't know. We want every one to think that we do know—everything.

I don't know.

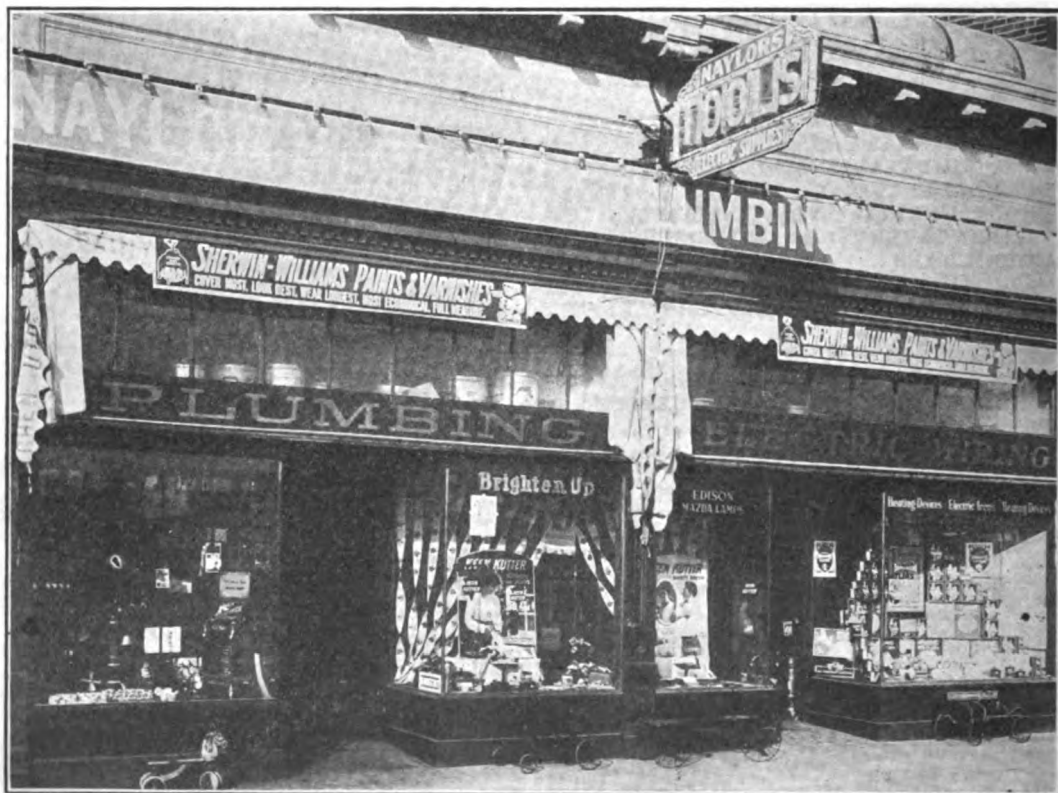
A phrase that has made liars of us all

Where is the harm in not knowing? The shame comes from the pretense. Pedantry is always asinine. Frankness is a key to success.

The present-day business world needs men who know—and who also know that they don't know.

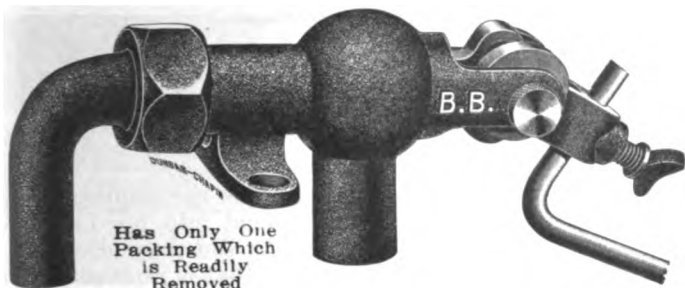
What will become of us if such men are not forthcoming?

I'm sure I don't know.



YOU GET THE SIMPLEST AND BEST
COCK EVER MADE WHEN YOU SPECIFY

B. B. HIGH PRESSURE BALL COCK



Has Only One
Packing Which
is Readily
Removed

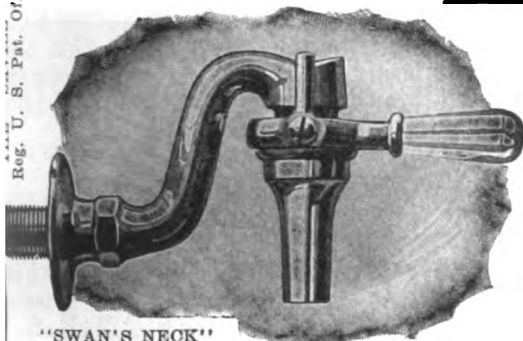
They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY
Bacon and Plimpton St., Waltham, Mass.

Reg. U. S. Pat. Off.



"SWAN'S NECK"
PATENTED
JUNE 18, 1912

The Savill Swan Neck Faucet

The Original Quick Opening Perfect Sink Faucet

ONLY faucet with all operating parts within basin.

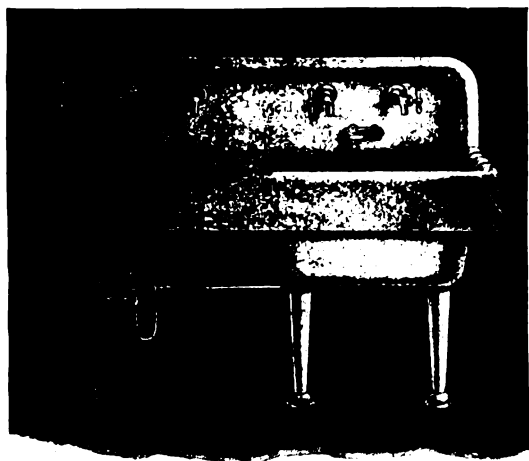
If hands are soiled or holding something, faucet can be opened or closed just as easily with a finger, the wrist or arm. Opens to full stream and shuts off in fraction of a minute. "SAVILL" Faucets are a profitable and most satisfactory line. Investigate now.

Send for Booklet

Made in S. O. T. See A-5 Catalog.

THOS. SAVILL'S SONS 1310-14 Wallace St. Philadelphia

HOLBROOK, MERRILL & STETSON,
San Francisco, Cal., and Los Angeles, Cal.



G-302

Sink and Laundry Tray Combinations are both handsome and practical. Ask for Catalog "G" and Second Supplement illustrating the entire line.

The Cahill Iron Works
CHATTANOOGA, TENN.

NEW YORK PHILADELPHIA HAVANA

San Francisco office, 1749 Sacramento St.
Chas. H. Stanyan, Sales Agent

Kept in stock by H. A. Heppner & Co.
First and Pine Sts., Portland, Ore.

Modern Plumbing Illustrated

By R. M. STARBUCK

400 Large Quarto Pages.
Fully Illustrated by Fifty-five pages of detailed engravings, which have been made specially for this book.

PRICE \$4.00

The only work issued on Modern and Most Approved Methods of Plumbing Construction. Illustrating and describing the drainage and ventilation of dwellings, apartments and public buildings. Standard work for Plumbers, Architects, Builders, Property Owners, and for Boards of Health and Plumbing Examiners.

Mr. R. M. Starbuck is authority on plumbing in the United States. The book represents the highest standard of plumbing work. It has been adopted and used as a reference book by the United States Government. It gives connections, sizes and working Data for all fixtures and groups of fixtures.

HARDWARE WORLD

PLUMBING AND HEATING

Address Nearest Office

1220 Boatmen's Bank Building, Broadway and Olive St. Louis, Mo.

516-518 Phelan Bldg., San Francisco, California

388 Taylor, Corner 10th, Portland, Oregon

507 Pioneer Bldg., Seattle, Washington

730 Eleventh Avenue, Helena, Montana

415 Exchange Bldg., Los Angeles, California

211-215 Scott Building, Salt Lake City, Utah

220-225 Pacific Building, Vancouver, B. C.



QUESTIONS AND ANSWERS



Pneumatic Tank Unsatisfactory.

Editor Questions and Answers:—Recently installed a hand working pneumatic system of waterworks for a man who lives several miles from town. The other day when he came to town he reported that the pump worked very hard and that the tank only held the pressure a short time. As when we left the job it seemed to work all right, we are rather at a loss to account for the condition. Let us have your idea in the situation.

If the system was all right, free from leaks when you turned the job over, and now the tank fails to hold pressure while the pump works quite hard we should presume that your difficulty lay with the check valves not working right. There should be a gate or globe valve in the supply pipe line located conveniently somewhere between the check valve and the tank. When not pumping this aforesaid valve should be tightly closed. This will take the pressure off the check valve which some times fails to hold said pressure.

Smoke From Chimney a Nuisance.

Editor Questions and Answers:—In many of the heating jobs that we have installed the owners are compelled to use soft coal as a fuel. This fuel, no matter how we regulate the draughts, produces much smoke and fine particles of soot settle all over the surrounding territory. It is very distasteful. Can you tell us of any way in which the boilers can be regulated on soft coal, or any way of remedying this situation.

"SMOKER."

There are various boiler manufacturers who have been working in this problem for some time, some of whom claim to have obtained results which are a decided improvement along this line. You might write them and get their ideas. Then there are also certain smoke eliminators which can be placed on the smoke pipe and the makers of these "smoke eliminators" claim to do away with the dense black smoke and at the same time save fuel. Write us for further information.

Editor Questions and Answers:—I read an article in one of the papers where a plumber in attempting to pour lead into a joint of soil pipe that was in a ditch got his eyes put out through the explosion resulting. Also some advice given by a plumber who commented on the article and claimed if the first plumber had poured the

joint from behind the hub, the explosion would not have thrown the lead into his face. Now what struck me was why did they allow the explosion at all? A joint that is poured with any moisture in it is very apt to be an imperfect joint and give trouble afterwards. The moisture could have been quite easily removed by heating the joint with a torch or by building a light fire around the joint which then could have been poured with perfect safety and the knowledge that it would be a perfect joint.

Yours truly,
JOHN HAMMOND.

Amount of Heat Added by Risers Exposed.

Editor Questions and Answers:—Will you kindly tell us in your questions and answers how much heat is added to the rooms where steam risers to rooms above are run exposed through lower rooms? W. F. R.

It would depend upon the size of the exposed riser and the height of the room, or possibly we should state it the length and size of the riser. Assuming a one inch pipe exposed through the room for nine feet one would have about three feet of heating surface. Were the riser one and one-half inch pipe, say nine feet long, one would have nearly four and a half feet of heating surface. In estimating a heating job it is well to take these points into consideration. If you wish data on pipe surfaces we can supply same.

How Much Fall for the Drain.

Editor Questions and Answers:—In a drain from an outway house to sewer main, a distance of some 45 feet, how much fall should be given to a four-inch sewer pipe? Would it be better to have iron or vitrified pipe? If iron pipe is it necessary to have the joints leaded?

ANXIOUS.

If you can obtain what fall you want we should say that from 12 to 16 inches would be sufficient. More than 16 inches would be undesirable as causing too rapid a flow of the water thereby leaving solids to accumulate. We believe that it would be far better to use cast iron pipe having every hub well leaded thus giving you a sewer that would not in time settle with sagging joints through which grass and tree roots would grow, in time completely choking up your sewer. Many instances have been given in which vitrified sewers have been completely closed up by tree roots in from five to six years' time.



ARMSTRONG TOOLS

Tools bearing the name of the Armstrong Mfg. Co. are superior made tools. Perfect in construction, accurate and dependable.

The name of Armstrong has ever stood for the best in service, quality and workmanship.

**Tools with an En-
viable Guarantee.**

Send for our catalog of Genuine Armstrong Stocks and Dies, Water, Gas and Steam Fitters' Tools and Pipe Threading Machines.

**THE ARMSTRONG
MFG. CO.**

276 Knowlton St.
Bridgeport, Conn.

In writing the
company address
Department HW.



Quart No. 32

THE "American" GASOLINE BLOW TORCH

Highest Grade Torch
made. Lowest price con-
sistent with Quality.



Pint No. 48
Auto Torch



Pint No. 38

Henry W. Peabody & Co.
17 State Street, New York

Capoco Sanitary Vitreous Earthenware



can be purchased from any Jobber of Plumb-
ing Supplies in the United States.

Write for Special Catalog

Specify CAPOCO Ware for your Bath Room
on particular jobs, whether it is a Closet Com-
bination or Vitreous Lavatory.

Camden Pottery Co.

Factory: Camden, N. J.

Philadelphia Office
1511 Sansome Street

New York Office
95 Williams Street

Editor Questions and Answers:—Kindly give me an idea of the best way for laying out a gravity system of domestic hot water—the proportioning of the flow and return, and the basis for consumption.

A. Reader.

Without knowing the size of the rooms and their position, and the amount of radiation necessary, we shall be unable to give direct pipe sizes. However, we can give some definite points which will be of use. On size of the mains, both supply and return, if the subscriber is not an experienced heating man he had better err in having them too large rather than too small. Larger pipes are almost sure to work, while too small pipes will give poor results, unless correctly proportioned. On mains and branches (supply and return) of 100 feet in length or less an excellent heating authority has used the following table with good results:

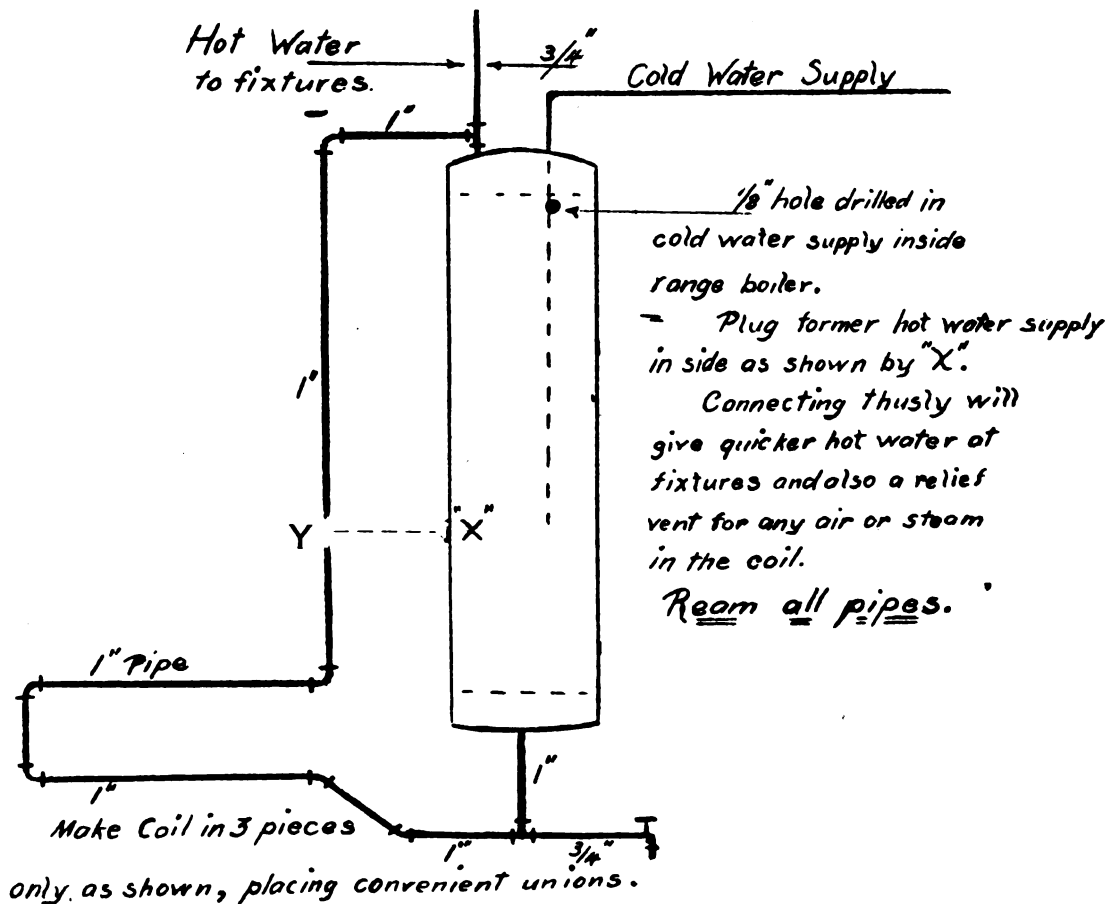
Size of Pipes	Square feet of Radiation
1 inch	50 feet
1¼ "	50 to 80 "
1½ "	80 to 125 "
2 "	125 to 225 "
2½ "	225 to 350 "
3 "	350 to 500 "
3½ "	500 to 700 "
4 "	700 to 900 "
4½ "	900 to 1100 "

5 " 1100 to 1400 "
6 " 1400 to 2000 "

The supply main should, in a job of this kind (gravity), start to rise from the boiler a quarter of an inch in ten feet will do, provided one can't get more. An inch in ten feet would be better. Observe the same rule with the return pipe which should pitch toward the boiler and have the same fall as the supply main.

The amount of pressure will be governed by the height of the expansion tank above the boiler. This pressure is .43 pounds for each foot of height. A tank set twenty-five feet above the boiler would therefore give a pressure of 10.82 pounds, about. We believe in a separate pipe line from the boiler to the expansion tank, where it is possible, ream the pipe, cover all mains and branches, also the toilet, and use the best pipe covering.

In the enclosed drawing is shown a good "hook up" for heating a range boiler for domestic hot water. The coil (on a water front) can be connected to side of boiler as shown by x-y; but we believe it would be better if done as per printed cut as it would offer a relief vent for air. Take off at convenient places the pipes leading to fixtures, both hot and cold water, where desired. The cold water pipe is connected to the tank furnishing the water



It's a Well Known Fact---

that BEATON & CORBIN Plates mean the newest and best in the world of plates. No. 10 is our newest model. For floor and ceiling. Made in cold rolled steel and brass, also nickel plated. Pipe gripping spring a new and clever device. Sizes $\frac{3}{8}$ to 4 in. Accept only the genuine.

Plates carried by the leading plumbing and supply jobbers.

Catalog on Request

The Beaton & Corbin Mfg. Co.
Southington, Conn.

Pacific Coast Representative
W. E. GILCHRIST



No. 32 Torch
List Price
Each...\$8.00
Discount....

QUALITY FIRST PRICE LAST

C. & L. Fire Pots and Torches lead all others in quality, durability and economy and are the cheapest in the end. Why? Because they produce more heat with less gasoline than any other make. To prove this order a No. 1 Fire Pot or a No. 32 Torch and you will be pleased and satisfied. Jobbers supply at factory price. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO.
Detroit, Mich., U. S. A.

No. 204 Turner Torch



A strictly high grade torch sold under the maker's guarantee. If you want the best torches on the market for your work use the Turner.

No. 204, Quart Size, Each, \$7.60 List

Ask for Catalog No. 4.

THE TURNER BRASS WORKS, Sycamore, Ill., U. S. A.

Campbell Brand Soil Pipe is Very Good



Dixie Y. Fig. 7

Good Soil Pipe can only be made with the best grades of Foundry Pig Iron, NO SCRAP.

Must be molded evenly with wall thickness same all around.

Must cut easily without splitting, and, it **MUST STAND THE RIGID INSPECTORS' TEST.**



Dixie Y and $\frac{1}{4}$ Bend. Fig. 12

Well, that's the kind we make, Mr. Plumber Man.

If you are not already using it, try it on your next job. That's all.

Campbell Mfg. Company

Makers of Real Soil Pipe and Fittings, Etc.

GADSDEN, ALABAMA

C. H. STANYAN, Sales Agent, 1749 Sacramento Street
San Francisco, California



The "Campbell"
Intelligent Sink
Bracket
Does What You
Tell It



Two chorus girls were debating what to buy a third for a birthday present.

"We might go down to the store and get her a book," suggested one thoughtfully.

"No," said the other, "she's got a book."

There is as much difference in Nye Dies and just pipe dies as there is between the Bible and just a book.

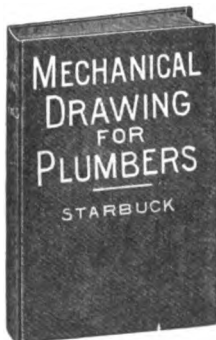
From Maine to California—from Washington to Florida—from Dan to Beersheba—from A to Izzard, and from Mexico to Breakfast men are learning that difference and specifying Nye Dies.

Get one—any size—and try it at my expense in the hardest service you have—that's the real test, you know.

Remember NYE DIES, not just pipe dies.

NYE, The Die Man

Mechanical Drawing for Plumbers



By R. M. STARBUCK

132 Pages. Illustrated with 150 Specially-made Engravings.

PRICE \$1.50

A Concise, Comprehensive and Practical Treatise on the Subject of Mechanical Drawing, in its various modern applications to the work of all who are in any way connected with the Plumbing Trade.

Nothing will so help the Plumber in estimating and in explaining work

to customers and workmen as a knowledge of drawing. The book gives ample instruction, presenting a complete course in drafting, plumbing installation and fixtures, including many good ideas in neat and simple sketching.

**HARDWARE WORLD
PLUMBING AND HEATING**

Address Nearest Office

1220 Boatmen's Bank Building, Broadway and Olive St. Louis, Mo.

516-518 Phelan Bldg., San Francisco, California

388 Taylor St. Portland, Oregon

507 Pioneer Bldg., Seattle, Washington

730 Eleventh Avenue, Helena, Montana

415 Exchange Bldg., Los Angeles, California

211-215 Scott Building, Salt Lake City, Utah

220-225 Pacific Building, Vancouver, B. C.

supply. If the tank is in attic a force pump will be necessary as would also be the case if tank was in basement and a pneumatic system used. The size of pipe to fixtures would be half inch. Size of mains would be three-quarter inch in all ordinary houses. The tank, in either case, should be large enough to hold from 8 to 10 barrels of water, and for small sized family a 30-gallon range boiler will be large enough, though a 40-gallon range boiler would give a larger capacity of hot water. Such a system would stand pressure of at least 100 lbs. though as a gravity system or even pneumatic no such pressure would develop."

Risers and Expansion.

Editor Questions and Answers:—We have a job to rough in of a large 8-story building in which there will be many lines of steam risers. Now in doing this, of course, there will be considerable expansion that will have to be taken care of. It is a cement building and therefore no work can be done between the floors. Please let us have your suggestion regarding hooking on the radiators at the various stones.

"2783."

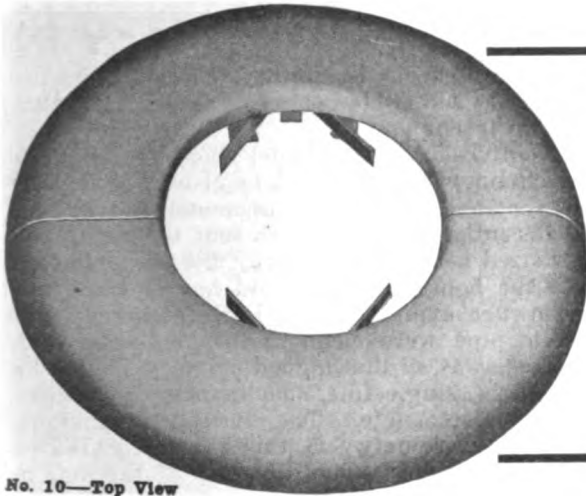
We advise that you anchor each riser at the fourth story. This will divide the expansion, you can take care of the rest of expansion by using swing joints and connecting the steam end of the radiator located next to the riser or you can set the radiator far enough off the wall to allow the supply pipe to run behind the radiator and connect valve, the supply of radiator in such a setting being away from the riser. In such instances, the tee in riser should be about one-half an inch above the floor line.

"Bargain."

Editor Questions and Answers:—I have in my possession a mail order catalog in which the prices for boilers, pipes, closets, tubs, etc., are quite a bit cheaper than those quoted by plumbers. If the mail order house can sell such goods at these figures why should I pay more to the plumbers?

OCCASIONAL READER.

It takes some people a long time to tumble to the fact that some times when you seem to be getting a great bargain you don't get the value you expected. In other words, you've been "stung." We have yet to be convinced that the mail order houses can lay down to you either plumbing or heating goods any cheaper than your plumber. The difference is that many of the mail order houses put on the market a vastly inferior goods which the plumber would not sell. He could not sell them and hold his trade. If you will place some of these inferior, old style, narrow rimmed mail order goods side by side with the goods the plumber offers you it can at once been seen why the mail order prices are less.



No. 10—Top View

THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

THE BEATON & CADWELL MFG. CO. NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, D. L. Herman, 214 Maritime Bldg., Seattle, Wash. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba. Southwestern Representative, J. R. Devereux, 233 St. James Street, Montreal, Quebec.

Third Story Hot Water Radiator.

Editor Questions and Answers:—On one of the jobs I have sent several fitters there is a hot water radiator which works too well. It has 60 square feet of radiation and is connected up with one inch supply and return. It is almost directly over the dining room radiator of 100 square feet which gets more than scarcely warm. The third floor radiator is connected with separate risers. Can you please tell me how to remedy the matter. The branches for all radiators are taken from the side of the main with 45 degree alls.

H. H. & CO.

Regarding the third floor radiator we advise decreasing the size of the flow and return pipes to half inch. You can do this by laying in short pieces of pipe in the tail piece of supply valve and return ell. This will give the required effect and save taking out the present pipe or using smaller valves. Regarding the dining-room radiator we suggest changing the branches in the basement and taking the supply from the top of the main instead of the side.

What Makes Water "Hard?"

Editor Questions and Answers:—Have read many times about "hard" water and "soft" water. Now will you please tell me just what is "hard" water and does it have any effect on low pressure heating boilers?

JOHN HASTINGS.

Speaking from the book, we will say that "hard" water, or the quality of water known as hardness comes from a solution of bicarbonates, sulphates, chlorides or nitrates of lime or magnesia. The water that does not contain the above mentioned may be thankfully called soft water. There are various patented treatments for turning hard water soft which we shall be glad to send you if you care to write to our advertising department. If the water is unusually hard we believe that after a time it will have had effects on a low pressure heating boiler and advise that water to be used in the boiler be "softened" before admitted to said boiler.

If you were the boss, what would you expect of the man on your job?

A PESSIMIST SEES THE HOLE IN THE DOUGHNUT

"When the whole blamed world seems gone to pot,
'And business is on the bum;
'A two-cent grin and a lifted chin,
'Helps some, my boy, helps some."



"The Country is booming and large
are the crops,
"And the WEST is moving without
any stops;
"So order your goods and push them
along,
"And life will be happy and blithe
as a song."

AN OPTIMIST SEES THE WHOLE DOUGHNUT

CHIMNEY FLUES

Probably in fifty per cent of the cases where heating systems fail the difficulty is because the boiler fails to work correctly and in the majority of such cases the trouble is with the "draft." Heating contractors and architects somehow do not seem to realize that a boiler is entirely dependent on the chimney flue for "draught."

The common way for testing a chimney flue is to light a newspaper and stick it into the smoke stack opening in the basement. If it "roars," why, the chimney is "all right." It might seem that the flue was O. K., but in many instances a "roaring" flue, when the inside dimensions were measured, would be found to contain less area, in inches, than was necessary for the correct working of the boiler. A very recent instance proves the assertion. Less than sixty days ago a certain large job was tested out. It was found impossible to obtain one pound pressure in the steam job.

The contractor and fitter went over the job thoroughly and it was found that in the attic of the house the chimney had been "drawn over" out of a vertical line about three feet and, in the drawing over, the inside dimensions of the chimney had been cut down nearly one half. As a class heating contractors are too easily satisfied with most any old kind of a chimney. They are willing to take a chance and if the boiler fails to get good results they are ever ready to condemn the boiler. There are several points regarding any chimney that the heating beginner will do well to consider before he assumes and guarantees the job to work or be "made right."

Point 1—The flue should be smooth inside and of preference, round. A rough surface allows the collection of soot which will sooner or later drop below and reduce the area of the chimney.

Point 2—The boiler flue should be independent. To have the kitchen range pulling on same flue is a detriment.

Point 3—The inside area of the flue should be kept full size from the bottom to the top, and should be not less than eight inches square. That might be a trifle large for some small boilers, but it is easier to choke the draft than to force it.

Point 4—A careless steam fitter is very apt to poke the smoke pipe with the chimney too far and especially if the smoke pipe is three or four inches too long. Be sure that this does not occur for if it does the boiler will "smoke."

Point 5—The chimney should be at least three feet higher than the highest part of the roof or any other elevation that is quite near. Otherwise there is liable to be a down draft to the chimney when the wind comes from certain direction.

Point 6—The chimney should be provided

with a safe, practical, clean out door located and easily accessible below the smoke pipe connection to chimney.

Point 7—While the boiler should be set near the chimney it should not be crowded so near but that the chimney out door can be reached.

Recently the writer was sent to examine a fair sized heating job where "the gas came up into the house so they could hardly live," as the owner expressed it. Both chimney and smoke pipe were clean and said chimney in this case was all that a good chimney should be—straight, single flue, smooth plastered, clean out door, etc., etc. The inside dimensions, however, were only 8x8, this giving an area of 64 square inches. The diameter of the smoke pipe was ten inches on an inside area of over 78½ square inches. It will be seen that the contractor had deliberately cut down the draught some 14½ square inches. No wonder the gas escaped and "came up into the house." Such installations lead to hard feelings between owner and contractor and in many instances a law suit is the result. The heating contractor who takes a chance on the boilers making good in spite of all on such a chimney is working decidedly against himself and the best interests of the trade.

The Washington Society of Sanitary Engineers and Plumbing Inspectors are seeking the passage of a bill in the state legislature which provides for a state plumbing inspector and regulations with regard to plumbing in country districts similar to those now in force in cities. The Journeyman Plumber feels he is entitled to his share of the increased cost of living and to pass the buck along to someone else, so reports the daily papers of Spokane. He is asking for an increase from the Master Plumbers of from \$5.00 to \$6.00 per day.

Naturally it costs a plumber as much to live as it does anyone else, and they feel they should share in this increase.

Sympathy must be felt for those people who are at work in other lines of business in which there is no opportunity to get this increase and pass the buck along, the poor newspaper men, for example.

It is an ill wind that blows no one good, and so it may be said that it is a cold wind that doesn't benefit the plumbers. At least this has been the experience of plumbers throughout various sections of the north and west. Throughout Idaho, Montana and other sections plumbers have been quite active during the past few months.

M. F. Dicus, founder of the M. F. Dicus Co., has disposed of his interest in the business to his brother, C. R. Dicus, at Douglas, Arizona, who plans to add to the stock and expand the business.

THE HIGH GRADE C. & L. NO. 32 TORCH

The No. 32 Gasoline Torch herewith illustrated is made by the Clayton & Lambert Mfg. Co., Detroit, Michigan. It is claimed by the makers that this torch has no equal where intense heat is desired and that it is the ideal torch for all outside work and burns perfectly in extremely cold and windy weather.



They state that the reason for this high degree of efficiency lies in the special design and construction of the burner as well as the superior quality of generator bronze used in the burner. The gasoline gas instead of being injected direct into the burner tube, as in the ordinary torch, is superheated in a special generating chamber and this causes perfect combustion of the fuel, making the torch practically wind and weather proof. A surprisingly small amount of gas-

oline is consumed in this torch compared with the results obtained in heat efficiency.

The tank is made of heavy gauge brass strongly braced on the inside and has funnel shaped bottom, which prevents waste of gasoline. The C. & L. improved automatic pump with double spring check valve produces the required amount of air pressure. The burner has hook and support for holding soldering copper, which is a great convenience to the repairman. In every respect, the No. 32 Torch is designed for giving the highest degree of service to the mechanics, say the makers.

Further information can be obtained from the Clayton & Lambert Mfg. Co., Detroit, Michigan, who will mail booklet showing their line to those interested.

E. A. MacDonald, who is engaged in the plumbing business at Blythe, Cal., reports every prospect for a busy season.

P. J. Friermuth Co. of Watsonville, Cal., was recently awarded the contract to install the heating pipes in the new high school being erected in that city.

George Dickson has bought the stock and tools of the plumbing department previously connected with the Fillmore Hardware & Furniture Co., Fillmore, Cal., and will continue the business.

The partnership existing between O. F. Offerlee and Alex Imhoff at Miami, Arizona, was recently dissolved, and the business will be continued by Alex Imhoff under the name of the Miami Plumbing Co.

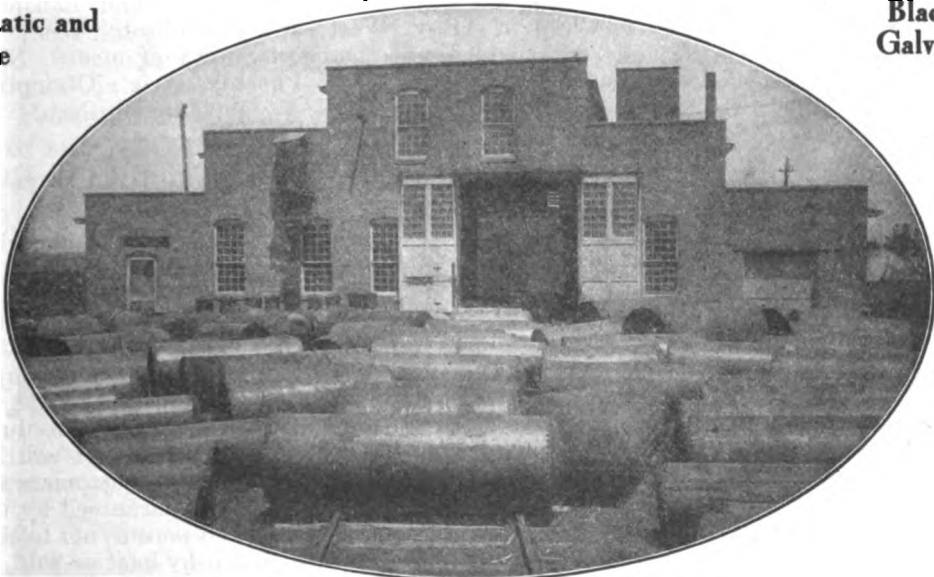
C. E. Stansell, of the Stansell Plumbing Co., 472 Main St., Riverside, Cal., has associated himself with D. W. Prior and R. A. Clant, of the Crescent Metal Works, 853 Eighth St., and has taken over the Wilkinson sheet metal shop at 865 Orange St. W. E. Wilkinson has retired from the concern. All three partners are well known plumbers and sheet metal workers, and have been very successful.

With all your getting—get busy.

A Large Stock of Tanks for Immediate Shipment

**Pneumatic and
Storage**

**Black and
Galvanized**



SEND FOR OUR NO. 4 BOOKLET AND PRICES

NATIONAL STEEL TANK & MFG. CO.

BRADFORD, ILLINOIS

WHY SEVEN IS CONSIDERED IN MANY LANDS A LUCKY NUMBER

The number seven from the earliest times has been strangely connected with the big events in the life of man and the fate of nations.

Every seven years in the life of an individual there is a great change.

At 7 man loses his teeth; at 14, twice seven, he becomes a youth; at 21, three times seven, he becomes a man; at 63, nine times seven, he reaches his grand pinnacle.

Seven is generally considered a lucky number because it is sacred to Apollo. The story goes that at the birth of this great deity seven sacred swans circled about his godhead.

In the Old Testament seven possessed mystic significance. For seven days seven priests with seven trumpets invested Jericho and on the seventh day encompassed it seven times. Elisha sent Naaman to wash in the Jordan seven times. Ten times seven Israelites went to Egypt and the exile lasted seven years.

According to very ancient teaching the soul of man and his body are composed of seven properties which were under the influence of seven planets.

FIRE gave the sense of feeling.

WATER gave the sense of speech.

AIR gave the sense of taste.

MIST gave the sense of sight.

FLOWERS gave the sense of hearing.

SOUTH WIND gave the sense of smelling.

CLOUDS gave the sense of movement.

There were seven sages of Greece: Solon of Athens, who said "Know thyself"; Chilo of Sparta, who said "Consider the end"; Thales of Miletus, who said "Who hateth suretyship is sure"; Bras of Priene, who said "Most men are bad"; Cleobulos of Lindos, who said "The golden mean or avoid extremes"; Pittacos of Mitylene, who said "Seize time by the forelock," and Periander of Corinth, who said "Nothing is impossible to industry."

There were the three great Jewish feasts which lasted seven days, and between the first and second were seven weeks. The levitical purification lasted seven days.

Seven plays an important part in legends and stories. Barbarossa changes his position every seven years. Charlemagne stamps his iron mace upon the ground every seven years. Olaf the Red Beard of Sweden uncloses his eyes every seven years. Seven is held especially lucky by the Jews, the Egyptians and the Chinese.

The Christian churches planted by the apostles were seven.

There are the seven wonders of the world of antiquity—the Pyramids, the Babylonian Gardens, Mausoles' Tomb, Temple of Diana in

Ephesus, Colossus of Rhodes, Jupiter's statue by Phidias, the Pharos of Egypt or Palace of Cyrus.

Ancient Rome was built on seven hills.

Leases generally run by seven years or a multiple of seven. The seventh and ninth years, with the multiple of 3, 5, 7, 9, were supposed to be climactrical, when life was in special peril.

In the olden times the sultan was allowed seven kachims, there were seven principal officers of the court and seven female court functionaries.

In the United States seven is frequently found. Look at this partial list of names with seven letters in them: To begin with there is America. Then the Presidents Madison, Garfield, Johnson and Lincoln.

President Johnson had seven letters in his name. When he was 14, twice seven, he became a tailor's apprentice, which he remained for seven years. When he was 21, three times seven, he gave up tailoring. When he was 28, four times seven, he became alderman. At 35, five times seven, he entered the legislature. In 1842, six times seven, he was a member of Congress. At 49, seven times seven, he was a senator. On the 7th of March, 1862, he was military governor of Tennessee. At 56, eight times seven, he became Vice-President.

There are seven letters in the names of the states of Florida, Alabama, Georgia, Indiana, New York, Wyoming, Montana and Arizona. There are seven letters in the names of these large cities: Chicago, New York and St. Louis, and of the well-known cities of Jackson, Miss.; Atlanta, Ga.; Oakland, Cal.; Houston, Texas; Buffalo, N. Y.; Detroit and Lansing, Mich.; Key West, Fla.; Madison, Wis.; Memphis, Tenn.; Dubuque, Iowa; Concord, N. H.; Augusta, Me.; Phoenix, Ariz.; Olympia, Wash.; Santa Fe, N. M., and Lincoln, Neb.

SNOW WHITE BATH ROOM SUPPLIES

Nothing appeals so much to householders or occupants, as an inviting and sanitary bath room. The lavatory, tub, mirrors, stools, medicine cabinets, closet seats, etc., should harmonize and carry out this idea.

Snow white Pyralin Bathroom Supplies are claimed by the C. F. Church Mfg. Co., Holyoke, Mass., not only to be the only absolutely sanitary line made, but a line that will appeal to your trade, and will make customers for you.

They are sold and guaranteed by the manufacturers as being non-porous, not to chip, crack or flake, not affected by heat or cold, and only soap and water are needed to clean them.

They are installed in all high grade bath rooms, hospitals, hotels and public buildings, and the plumber will make no mistake in recommending and installing them.

PLUMBERS --- JOBBERS --- SALESMEN

DO YOU WANT TO INCREASE YOUR SALES?

You cannot sell many goods nowadays by using the happy-go-lucky methods of your forefathers. Times have changed—competition is too keen. You must work along scientific and efficient lines by applying the cold-blooded, calculating systematic principles of Scientific Sales Management to your selling problems.

H O W ?

By increasing your personal efficiency by obtaining a knowledge of the principles of

SCIENTIFIC SALES MANAGEMENT

William Robert Marshall, with over twenty years' experience in selling to Plumbers and Jobbers throughout the United States, has prepared a Mail Course of Scientific Salesmanship as applied to the Master Plumbers, Jobbers and Salesmen which covers in a most comprehensive manner the principles discovered and endorsed by the biggest men in commercialism today.

A Course of Results, Not Theories

This Personal Mail Course includes ten lessons of the underlying principles of successful Salesmanship in the Plumbing business, embracing the following subjects: Introduction—Attention—Interest—Desire—Price—Show Rooms—Form Letter Advertising—Window and Newspaper Advertising — Power — Success — Responsibility—Resume, which are classified and explained so fully and clearly that every Plumber, Jobber and Salesman can successfully apply them to his selling problems.

In Addition---

With this Mail Course there are furnished FIVE SALES LETTERS to be used as copy for your Letter Advertising. These Letters alone are worth the price asked for the entire course; namely, \$5.00. They have the "Punch" that brings in the business.

Get this one today—Do it now.
I enclose check for \$5.00 for your Mail Course of Ten Lessons in Scientific Salesmanship, with Five Sales Letters to be used in Sales Promotion.
Name.....
Address.....
City.....
State.....
DE.....
WILLIAM ROBERT MARSHALL, 125 E. 9th St., Los Angeles.

Retail Selling Prices

The following retail selling prices are used by a number of merchants in some of the large cities and are offered simply as a suggestion or guide to retail merchants in smaller towns and cities where they do not have the opportunity of checking up their prices daily or weekly.

In many instances, owing to keen competition, undoubtedly these prices will be found very low, and likewise in communities far removed from the larger cities, as well as in the Rocky Mountain, Intermountain, Inland Empire and South-western sections of the country, transportation charges should always be added.

We do not believe in any case will these prices be found high, but on the contrary many merchants use them as the MINIMUM price at which goods are sold, especially where competition is close.

Judging from the letters that reach us, merchants are following these prices closely and they are proving of great help to them.

We will be glad to receive suggestions and corrections as to any prices quoted herein and of any items not mentioned, our service department will be glad to give any assistance in their power.

These prices are only intended, however, for staples and do not by any means cover the wide range of stock usually carried by hardware merchants.

The following retail prices of ammunition and shells of standard makes are being used by many retail merchants, especially in the large cities where frequently competition is more keen than in interior towns.

RIM FIRE CARTRIDGES—			44 XL No. 8 Chilled.....	1.85	38 Short Colts	1.15
Black and Lesmok Powders			BLANK CARTRIDGES—		38 Long Colts	1.25
22 B B Caps	Box		22 Rim Fire .....	.15	38 Colts New Police	1.15
22 Short .....	.20		32 S. & W. Center Fire .....	.50	38 Colts Special	1.40
22 Short Hol. Pt. ....	.25		38 S. & W. Center fire .....	.60	38 Auto Colts, S. P. & M. C.	1.95
22 Long .....	.25		45-70 Winchester	1.05	9-38 M-M Luger	2.00
22 Long Hol. Pt. ....	.80		SHOTGUN SHELLS—		380 Auto Colts, S. P. & M. C.	1.85
22 Long Rifle .....	.80		Low Brass	Chilled Drop	38 Smith & Wesson	1.15
22 Long Rifle Hol. Pt. ....	.85		20 Gauge .....	.90	38 S. & W. Special	1.35
22 Winchester, "W. R. F." ..	.45		16 Gauge .....	.95	38 Winchester	1.80
25 Stevens .....	.70		12 Gauge .....	.95	41 Short Colts	1.30
25 Short Stevens .....	.50		10 Gauge	1.15	41 Long Colts	1.50
32 Short .....	.50		28 Gauge .....	.95	44 S. & W. Russian	1.70
32 Long .....	.60		Smokeless Powder, High Brass		44 S. & W. Special	1.85
41 Short .....	.75		Chilled Drop		44 Winchester	1.75
CENTER FIRE CARTRIDGES—			20 Gauge .....	.95	45 Colts	1.85
Black and Lesmok Powders			16 Gauge	1.00	45 Auto Colts, M. O.	2.25
25-20 Winchester	Box		12 Gauge	1.00	22 Sav. High Power	1.25
25-20 Winchester Single Shot ..	1.20		10 Gauge	1.20	250-3000 Sav. H. P.	1.30
25-20 Marlin	1.20		Scatter, 12 and 16 Gauge. ...	1.00	6 M-M S. P.	1.65
32 Smith & Wesson .....	.85		28 Grains or 3 1/4 Drums, 12		25 Rem. Auto-Ldg.	1.05
32 Smith & Wesson Long .....	.90		Gauge	1.05	25-35 Win. S. P. & M. O.	1.05
32 Short Colts .....	.85		36 Gauge 410-12 M-M		25-36 Marlin S. P.	1.15
32 Long Colts .....	.90		Chilled Shot .....	.70	30-30 Winchester, S. P. & M. C.	1.15
32 Colts New Police .....	.90		82 Gauge Chilled Shot .....	.85	30 Rem. Auto-Ldg. S. P.	1.15
32 Winchester	1.20		RIM FIRE CARTRIDGES—		303 Sav. S. P. & M. C.	1.15
38 Short Colts	1.05		Smokeless Powder		30 Army Mod. 1895, S. P. & M. C.	1.65
38 Long Colts	1.10		22 B B Caps .....	.80	30 Gov't Mod. 1908	1.80
38 Colts Special	1.25		22 C B Caps .....	.40	30 Gov't Mod. '06 Ptd., 150 Gr.	1.80
38 Colts New Police	1.05		22 Short .....	.25	30 Gov't Mod. '06, 220 Gr.	1.80
38 Smith & Wesson Special ..	1.25		22 Short Hol. Pt. ....	.30	32 Win. Special, S. P. & M. C.	1.15
38 Winchester	1.45		22 Long .....	.30	32 Win. Self-Ldg., S. P. & M. O.	2.25
41 Short Colts	1.20		22 Long Hol. Pt. ....	.35	32 Rem. Auto-Ldg., S. P.	1.15
41 Long Colts	1.85		22 Long Rifle .....	.35	32-40 Winchester	1.10
44 Colts	1.45		22 Long Rifle Hol. Pt. ....	.40	32-40 Win. High Vel.	1.25
44 Bull Dog	1.10		22 Winchester, "W. R. F." ..	.50	33 Winchester, S. P.	1.65
44 Webley	1.30		22 Win. Auto., 1903 .....	.50	35 Winchester, S. P.	1.85
44 S. & W. American	1.45		22 Rem. Auto-Loading .....	.50	35 Win. Self-Ldg., S. P. & M. C.	2.30
44 S. & W. Russian	1.55		All original carton packages add 10		35 Rem. Auto-Ldg., S. P.	1.40
44 S. & W. Special	1.70		per cent to cost.		351 Win. Self-Ldg., S. P. & M. C.	2.65
44 Winchester	1.50		CENTER FIRE CARTRIDGES—		38-55 Winchester, S. P.	1.35
45 Colts	1.70		Smokeless Powder		38-55 Win. High Vel., S. P.	1.55
32-40 Winchester .....	.90		25-20 Winchester	Box	38-56 Winchester, S. P.	1.40
38-55 Winchester	1.10		25-20 Winchester Single Shot ..	1.60	40-65 Winchester	1.35
38-56 Winchester	1.10		25-20 Marlin	1.50	401 Win. Self-Ldg., 200 Grains ..	1.35
40-65 Winchester	1.10		25 Auto Colts, S. P. & M. C.	1.20	401 Win. Self-Ldg., 250 Grains ..	1.85
45-60 Winchester	1.10		25-20 Win. High Vel.	1.55	45-70-405 Gov't, S. P.	1.45
45-70 405 Gov't	1.15		32 Smith & Wesson .....	.90	405 Winchester	1.95
SHOT CARTRIDGES—			32 S. & W. Long	1.00	7 M-M Mauser Rifle	1.60
Smokeless Powder			7-65 M-M 30 Luger	1.95	8 M-M Mauser Rifle	1.60
22 Long	Box		32 Short Colts .....	.90	9 M-M Mauser Rifle	1.75
44 Win. No. 8 Chilled .....	.55		32 Long Colts	1.05	Black Powder Shells, New Club and	
44 XL No. 8 Chilled	1.45		32 Colts New Police	1.05	New Rival	Box
SHOT CARTRIDGES—			32 Auto Colts, S. P. & M. O.	1.35	16 Gauge .....	.85
Black Powder			32 Winchester	1.50	12 Gauge .....	.85
22 Long	Box		32 Winchester High Vel.	1.55	10 Gauge .....	.95
44 Winchester No. 8 Chilled ..	.50		35 S. & W. Automatic	1.85		

APRONS—Carpenter's:			B						
White, 24-in. ....	.85		BIBBS—Hose, Rough Com. S. O. T., 1/2-in., 95c; 3/4-in.,						
AUGERS—Shin—All Makes:			\$1.25; 1-in., \$1.50; 1 1/2-in., \$2.65.						
WITHOUT SCREW—			Rough Com. S. S. S., 1/4-in., 80c; 3/4-in., \$1; 1-in., \$1.85;						
4 and under	\$1.00	9 1/2 to 10	1-in., \$2.50.						
4 1/2 to 5	1.00	10 1/2 to 11	Finished Com., plain, 1/2-in., 1/2 x 1/2.						
5 1/2 to 6	1.15	11 1/2 to 12	Fuller, plain without shoulder, N. P., 1/2-in., \$1.15; 3/4-in.,						
6 1/2 to 7	1.35	12 1/2	\$1.50; 1-in., \$2.						
7 1/2 to 8	1.30	13	BOXES—Mitre:						
Trenail 1 1/2	1.25	14	B						
8 1/2 to 9	1.35		No.	50 1/2	344	346	358	460	
AWLS AND TOOLS:			Stanley	\$ 6.50	\$12.50	\$12.75	\$15.00	\$18.00	
Millers' Falls—No. 4	\$1.25	No. 5	No.	78	74	75			
AWLS—Scratch			Langdon	\$18.50	\$14.50	\$15.00			
No. 17 .....	.25	No. 1	No.	1	2	8	4		
No. 7 .....	.85	No. 2	Olmstead	\$1.50	2.25	\$2.25	\$2.50		
			Perfection		8.50				

BRACES—Ratchet:	6	8	10	12	14
Frays		\$2.25	\$2.50	\$2.75	\$3.00
Goodell-Hay		2.25	2.50	2.75	3.00
Stanley No. 921	2.00	2.85	3.00	3.25	3.50
Stanley No. 923	2.35	2.50	2.75	3.00	3.25
Stanley No. 924		1.50			
Stanley No. 945		1.50	1.75	2.00	
Stanley No. 966		.60	.80	.90	
Sampson		3.85	3.50	3.75	
Stanley No. 831	\$3.00	No. 832,	\$2.75	No. 833,	\$3.50
No. 782	\$2.50.				

BRACKETS—Shelf with Screws—Japanned, 3x4, 10c pr.
4x5, 15c pr.; \$1.50 doz.; 5x6, 15c pr., \$1.50 doz.; 6x6,
20c pr., \$1.90 doz.; 8x10, 30c pr., \$2.65 doz.; 10x12,
40c pr., \$3.75 doz.; 12x14, 60c pr., \$6.25 doz.; 16x18,
\$1.25 pr., \$12.75 doz.
No. 804Z—Galvanized—2x2-in., 30c pr., \$2.50 doz.; 2½x
2½-in., 35c pr., \$3.25 doz.; 3x3-in., 40c pr., \$3.75 doz.;
3½x3½-in., 60c pr., \$5.50 doz.; 4x4 in., 80c pr., \$7.50
doz.; 4½x4½-in., \$1.00 pr., \$9.00 doz.; 5x5-in., \$1.25
pr., \$11.00 doz.; 5½x5½-in., \$1.35 pr., \$13.50 doz.;
6x6-in., \$1.50 pr., \$16.00 doz.

BUILDING PAPER, ETC.—			
P. & B.—	1-Ply	2-Ply	3-Ply
1000 ft.	\$3.25	\$4.50	\$6.50
500 ft.	1.75	2.50	3.50
Malthine—			
1000 ft.	2.50	8.50	4.50
500 ft.	1.50	2.00	2.50

Deadening Felt—Full rolls, 4c per lb.				
	½-Ply	1-Ply	2-Ply	3-Ply
Malthoid	\$1.80	\$2.25	\$3.15	\$4.05
Cronolite	1.50	1.80	2.25	3.15
Rosin—Sized Sheathing—20-lb., 80c; 25-lb.,	\$1.00; 30-lb.,			
	\$1.20; 40-lb.,	\$1.60 roll.		

Urban—500 ft., \$1.10 per roll.
Felt—Saturated Asphaltum—500 ft., \$1.10. Tarred, \$1.10.
GLAZED BUILDING PAPER—40 per cent off list.
ROBIN-SIZED SHEATHING—

20 lb.	\$.80 per roll
25 lb.	1.00 per roll
30 lb.	1.20 per roll
40 lb.	1.60 per roll

BEVELS—Sliding T:	6"	8"	10"	12"	14"
No. 18	\$.70	\$.85	\$.80	.....	.....
No. 25	.40	.45	.50	.55	.65

BITS—Auger:		Russell Jennings	Ford	Irwin	Lightning
Size 3	.....	\$ .40	\$.80	\$.80	\$.25
Size 4	.....	.40	.80	.80	.25
Size 5	.....	.40	.80	.80	.25
Size 6	.....	.40	.85	.80	.30
Size 7	.....	.40	.40	.55	.35
Size 8	.....	.45	.45	.80	.40
Size 9	.....	.50	.50	.65	.40
Size 10	.....	.50	.50	.70	.40
Size 11	.....	.60	.55	.75	.60
Size 12	.....	.60	.60	.85	.65
Size 13	.....	.65	.65	.90	.60
Size 14	.....	.70	.70	1.00	.65
Size 15	.....	.75	.75	1.00	.70
Size 16	.....	.80	.80	1.00	.75
Size 17	.....	.90	.85	1.25	.....
Size 18	.....	.90	.90	1.25	.....
Size 19	.....	1.00	1.00	1.50	.....
Size 20	.....	1.00	1.00	1.65	.....
Size 21	.....	1.15	1.15	.....	.....
Size 22	.....	1.25	1.15	.....	.....
Size 23	.....	1.25	1.25	.....	.....
Size 24	.....	1.35	1.25	.....	.....

Size 32 1/2	\$6.50	\$5.50	\$5.50	\$5.00
Gimlet Bits, 10c each; \$ for 25c.				

		—Cattens—					
Expansive	Large	Small	1	2	3	4	5
Clark's or similar	\$1.50	\$1.25	\$.35	\$.35	\$.55	\$.50	\$.75
Steers	2.25	2.00	.80	.40	.50	.60	1.10
Ship	2 to 4	4½ to 5	5½ to 6	6 to 7	7½ to 8		
	.45	.55	.65	.75	.85		

Syracuse—	4	5	6	7	8	9	10	11	12	13
2.32 8	.15	.15	.15	.15	.20	.20	.30	.30	.35	.40
	.14	.15	.16	.18	.20	.22	.24	.26	.28	.30
	.40	.45	.50	.50	.60	.65	.65	.70	.75	.85

Car Bits—Irwin:

4-16	5	6	7	8	9	10	11	12	13	14	15	16
.50	.50	.55	.65	.70	.75	.80	.85	.95	1.10	1.20	1.30	1.40

Screw Driver Bits—				
Jennings No.	100	200	800	400
Buck Bros. ....	.25	.25	.80	.85

Garden Valves—				
½-in.	¾-in.	1½-in.	1-in.	
75c	80c	\$1.10	\$1.10 Ea.	
Imp. Ball Cocks—				
½-in.	¾ x ¾-in.		¾-in.	
\$1.00	\$1.25		\$1.50 Ea.	
Rough Com. Hose Bibbs, S. O. T.—				
¾-in.	¾-in.	¾-in.	1-in.	
95c	\$1.25	\$1.50	\$2.65 Ea.	
Rough Com. Hose Bibbs, S. S. S.—				
¾-in.	¾-in.	¾-in.	1-in.	
80c	\$1.00	\$1.85	\$2.50	
Nickel Plated Fuller Bibbs, Plain, Without Shoulder—				
¾-in.	¾-in.		¾-in.	
\$1.15	\$1.50		\$2.00 Ea.	
Flat Head Service Cocks—				
¾-in.	¾-in.	1-in.	1½-in.	2-in.
65c	80c	\$1.25	\$2.10	\$2.75
				\$4.85 Ea.
Standard Globe and Angle Valves—				
¾-in.	¾-in.	¾-in.	¾-in.	¾-in.
60c	65c	80c		\$1.00
1-in.	1½-in.	1½-in.		2-in.
\$1.50	\$2.00	\$3.00		\$4.50 Ea.

Nos.	0	1	2	3
Price	\$2.75	\$3.50	\$5.00	\$6.50
BEVELS—Sliding T:	6"	8"	10"	12"
No. 18	\$.65	\$.75	\$.85
No. 2535	.40	.50	.60
			.60	.70

1/4	5	6	7	8	9	10	11	12	13	14	15	16
.45	.50	.55	.65	.70	.75	.80	.85	.95	1.10	1.20	1.30	1.40
SCREW DRIVER BITS—												
Jennings Nos.							100	200	300	400		

WIRE BRADS No. 16, 1-in. and 1¼-in., 15c lb.; No. 17, ¾-in. and ¾-in., 20c lb.; ¾-in., 1-in. and 1¼-in., 15c lb.; No. 18, ½-in., 25c lb.; ¾-in., ¾-in. and ¾-in., 20c lb.; 1-in. and 1¼-in., 15c lb.; No. 19, ½-in., 25c lb.; ¾-in., ¾-in., ¾-in. and 1-in., 20c lb.; No. 20, ½-in., 30c lb.

BUTTS—No. 840 With Screws—1½-in., 10c pr., 70c doz.;
1¾-in., 10c pr., 75c doz.; 2-in., 10c pr., 85c doz.; 2¼-in.,
10c pr., 95c doz.; 2½-in., 10c pr., \$1 doz.; 3-in.,
15c pr., \$1.30 doz.

No. 838, 1-in., 5c pr., 35c doz.; 1½-in., 5c pr., 45c doz.;
1½-in., 5c pr., 50c doz.; 1¾-in., 10c pr., 60c doz.;
2-in., 10c pr., 85c doz.; 2¼-in., 15c pr., 6c doz.; 2½-
in., 10c pr., 80c doz.; 2½-in., 25c pr., \$2 doz.; 2½x2½-
No. 804Z—Glvanized—2x2-in. 25c pr., \$2 doz.; 2½x2½-
in. 25c pr., \$2.50 doz.; 3x3-in. 30c pr., \$3 doz.; 3½x
3½-in., 45c pr., \$5 doz.; 4x4-in., 65c pr., \$7 doz.;
4½x4½-in., 85c pr., \$9 doz.; 5x5-in., \$ pr., \$10.50
doz.; 5½x5½-in., \$1.85 pr., \$18.50 doz.; 6x6-in., \$1.50
pr., \$16 doz.

doz.; $\frac{1}{2}$ -in., 10c pr., 85c doz.; 1-in., 10c pr., 95c doz.;
1 $\frac{1}{4}$ -in., 15c pr., \$1.15 doz.; 1 $\frac{1}{2}$ -in., 15c pr., \$1.30 doz.;
1 $\frac{3}{4}$ -in., 20c pr., \$1.85 doz.; 2-in., 20c pr., \$2.25 doz.;
2 $\frac{1}{4}$ -in., 30c pr., \$2.25 doz.; 2-in., 50c pr., 85c doz.

Desk, brass, $\frac{1}{2}$ -in., 15c pr., \$1.25 doz.; 1-in., 15c pr., \$1.60 doz.; $1\frac{1}{2}$ -in., 20c pr., \$1.95 doz.; $1\frac{1}{2}$ -in., 25c pr., \$2.50 doz.; $1\frac{3}{4}$ -in., 35c pr., \$3.75 doz.; 2-in., 45c pr., \$5 doz.

COCKS—Service, F. H.— $\frac{1}{2}$ -in., 65c; $\frac{3}{4}$ -in., 80c; 1-in., \$1.25;
1 $\frac{1}{4}$ -in., \$2.10; 1 $\frac{1}{2}$ -in., \$2.75; 2-in., \$4.85.
Ball Improved—14-in. \$1.00; 16-in. \$1.25; 18-in. \$1.50.

Black—2½ c sq. ft.
Bronze Cloth—12½ c sq. ft.

Galvanized—6c sq. ft.						
Hardware Grades—Mesh	2	3	4	5	6	8
Per sq. ft.	.08	.08	.09	.10	.10	.10

[illegible]

CHISELS—Brick, 85c.					
Butt—Jennings Socket	1	1 1/4	1 1/4	1 1/4	2

Bevel Edge	.....\$ .80	\$.85	\$.90	\$.95	\$1.00
Plain Edge	.....	.50	.60	.65	.70
Barton or White Tang:					.75
Bevel Edge	.....	.65	.70	.75	.80
Plain Edge	.....	.50	.55	.60	.65
Pocket	1 1/4	1 1/4	2	2 1/4	
English	.....	.60	.60	.65	.75
Whites	.....	.75	.85	1.00	1.00

Ripping—	% x12 to 18	% x18
	\$.50	\$.75

Socket—	Buck Bevel	Plain	Bevel	Plain	Over- lasting
3/4"	\$.60	\$.40	\$.55	\$.35	\$.60
1" . . . . .	.60	.40	.55	.40	.70
1 1/4" . . . . .	.65	.40	.60	.45	.75
1 1/2" . . . . .	.65	.45	.65	.50	.75
2" . . . . .	.70	.50	.70	.55	.80

RETAIL SELLING PRICE—Continued.

3/4	.75	.55	.75	.60	.85
7/8	.80	.65	.80	.65	.90
1	.80	.65	.85	.65	1.00
1 1/4	.85	.70	.90	.70	1.10
1 1/2	.95	.75	.95	.75	1.10
1 3/4	1.20	.80	1.00	.80	1.25
2	1.25	.90	1.00	.80	1.15
Sets of 12	9.00	6.00	8.50	6.50	
C. E. Jennings Bevel set of 12, \$8.50.					

D

DEADENING FELT—Full rolls, 5c; less quantity, 6c lb.

Three-fourths lb., 40 lbs. to roll, \$2.10 per roll.

1 lb. roll, 50 lbs. to roll, \$2.60 per roll.

1 1/4 lb. roll, 75 lbs. to roll, \$3.80 per roll.

A roll is 150 ft. long, 3 ft. wide, 50 sq. yds. to a roll.

DIVIDERS—Angle: Stanley No. 80, \$1.50.

Wing—5" .85 6" .40 7" .40 8" .55 10" .75

DRILLS—Automatic:

Yankee No. 40 No. 43 No. 41 No. 44

\$1.65 \$1.00 \$1.65 \$1.85

Goodell No. 01 No. 1 No. 03 No. 3 No. 3 1/2

\$1.00 \$1.35 \$1.35 \$1.50 \$1.75

Extra Points Yankee and Goodell, 10c each, 3 for 25c, set of 8, 50c. With Chuck, 65c.

DRILLS—Bit Stock:

2-32.....10c 7-32.....25c 12-32.....50c

3.....10c 8.....30c 13.....55c

4.....15c 9.....35c 14.....60c

5.....15c 10.....40c 15.....65c

6.....20c 11.....45c 16.....70c

Wire—Nos. 1 to 5 and 6 to 20, 20c each. Nos. 21 to 80,

15c each or 2 for 25c. Nos. 81 to 40, 10c each. Nos.

41 to 80, 10c each or 2 for 15c.

Straight Shank, Jobber—1-32 in. to 1/4 in., 10c each; 9-64

in. to 1-8 in., 15c each; 7-32 in. to 1-8 in., 20c each;

1/4 in. to 9-32 in., 25c each; 1-8 in. to 1-32 in.,

30c each; 2-8 in. to 2-5-64 in., 35c each; 1-8 in. to

2-7-64 in., 40c each; 7-16 in. to 2-9-64 in., 45c each;

1-5-32 in. to 3-1-64 in., 50c each; 1/4 in., 55c each. Shops,

45 per cent from list.

Breast—12 13 16

\$3.50 \$5.00 \$5.50

Chain—0807 807 816

\$2.00 \$2.50 \$3.75

DRILLS—Hand:

Yankee—No. 545, \$6; No. 1530, \$3.50; No. 1545, \$6.

Millers Falls—No. 2, \$3.25; No. 3, \$1.50; No. 5, \$2.50.

Breast—Yankee—Nos. 555 and 1555, \$6.50. Millers Falls

No. 12, \$3.75; No. 13, \$4.75; No. 15, \$3.75; No. 18, \$4.75.

Bench—Yankee, No. 1003, \$10; No. 20, \$7; No. 22, \$2.75.

Bit—Size 12-16, \$1.00; size 18-20, \$1.25; size 22-24, \$1.50;

size 30, \$1.75; size 5-18, \$1.15; size 5-21, \$1.25.

EXTENSIONS—E

Bit—Size 12-16, \$1.35; size 18-20, \$1.40; size 22-24, \$1.50;

size 30, \$1.75.

ESOUTHCHEON PINS—Brass.

1/4x14 lb. \$1; 1/4-lb., 60c; 1/4-lb., 35c;

1/4x16 lb. \$1.10, 1/4-lb., 60c, 1/4-lb., 35c;

1/4x10-lb. \$1.30, 1/4-lb. 70c, 1/4-lb. 40c; 1/4x12-lb. 95c 1/4-lb.

55c, 1/4-lb. 30c; 1/4x16 lb. \$1.05, 1/4-lb. 55c, 1/4-lb. 30c;

1/4x10 lb. \$1.20, 1/4-lb. 65c, 1/4-lb. 35c; 1/4 and 1/4x12-lb.

95c, 1/4-lb. 50c, 1/4-lb. 30c; No. 14 same as No. 12;

No. 16, lb. \$1, 1/4-lb. 55c, 1/4-lb. 30c; No. 18, lb. \$1.20,

1/4-lb. 65c, 1/4-lb. 35c; 1/4 and 1-in.x12-lb. 90c, 1/4-lb.

50c, 1/4-lb. 30c; Nos. 14 and 16 lb. 95c, 1/4-lb. 50c,

1/4-lb. 30c; No. 10 lb. \$1.15, 1/4-lb. 60c, 1/4-lb. 35c.

FELT—Saturated Asphaltum, Rolls 500 feet.....\$1.10

Tarred.....1.10

FILES—Slim Taper, 3 1/2-in. to 5-in. inclusive, 10c each; 5 1/2

to 7-in., 15c; 8-in., 20c each. In dozen lots, 4-in., \$1.10;

4 1/2-in., \$1.15; 5-in., \$1.15; 5 1/2-in., \$1.50; 6-in., \$1.50;

7-in., \$1.70.

Weed's Blunt, 15c each or 2 for 25c; with handle, 3 for 40c.

Cant. 6-in., 20c; 8-in., 25c; 10-in., 35c.

Mill Bastard, 4-in. and 5-in., 10c; 6-in., 15c; 8-in., 20c;

10-in., 25c; 12-in., 30c; 14-in., 40c.

Flat, 6-in., 20c; 8-in., 25c; 10-in., 30c; 12-in., 40c; 14-in.,

50c; 10-in., 65c each.

Half Round, 5-in. to 6-in., 20c; 8-in., 25c; 10-in., 30c;

12-in., 40c; 14-in., 55c; 16-in., 70c.

Round, 4-in. and 5-in., 10c; 6-in., 15c; 8-in., 20c; 10-in.,

25c; 12-in., 30c; 14-in., 40c; 16-in., 50c each.

Square, 5-in., 15c; 6-in., 20c; 8-in., 25c; 10-in., 30c; 12-in.,

40c; 14-in., 50c each.

Knife, 4-in. and 5-in., 20c; 6-in., 25c each.

FORKS—

Manure—Long and D. handle.....\$1.00 4-time 5-time 6-time

Spading—Long and D. handle, 1st Grade 1.85 1.75 1.50

Spading—Long and D. handle, 2d Grade 1.00 1.35

WARDING—3-in. and 4-in., 15c; 4 1/2-in., 20c; 5-in., 20c;

6-in., 25c each.

HORSE RASPS—Plain, 12-in., 50c; 14-in., 60c; 16-in., 80c;

tanged, 14-in., 75c; 16-in., \$1.25 each.

FLOAT BALLS—COPPER, 5-in., 70c each; 6-in., 80c each.

GAUGES—G

Bit—Stanley No. 49, 75c.

Butt—Stanley No. 95, 75c, \$1.00. No. 92, \$1.50.

Goodell No. 227, 90c.

Hatchet, 20c.

Marking—Stanley or Similar:

Nos.	61	62	64	64 1/2	65	68	70	71	72	73
	.10	.20	.30	.40	.50	.50	.35	.65	.35	.65
	.74	.76	.77	.84	.85	.85 1/2	.88	.89	.90	.91
	1.00	.90	.85	.90	.80	1.50	.60	.60	.50	.75

GOUGES—Buck Bros. Socket:

	Outside	Inside	Tang	Turning
1/4	.55	.60	.30	.50
1/2	.90	.80	.80	.50
3/4	1.00	.70	.85	.60
1	1.10	.75	.85	.60
1 1/4	1.10	.75	.40	.70
1 1/2	1.25	.80	.45	.80
1 3/4	1.80	.85	.50	.90
2	1.40	.90	.60	1.15
2 1/2	1.50	1.00	.70	1.85
3	1.65	1.15	.85	1.75
4	1.85	1.80	.95	2.00
Sets of 12	7.25	4.50		
Leather Tip Handles advance 5c each size.				

FAMILY GRINDSTONES—Mounted, 6-in., \$1.50 each; 8-in., \$1.75 each; 10-in., \$2.25 each.

GLASSES—Level. Proved, all sizes, 10c each.

Ground—2 1/2" .60 3" .65 3 1/2" .75 4" 1.00 4 1/2" 1.00

GLUE—Liquid: Half pints, 40c; pints, 60c; quarts, \$1.00.

HAMMER—H

	11	11 1/2	12	13	711	711 1/2
Maydole and Stanley	\$1.00	.95	.90	.80	\$1.00	.95
	.712	.612	.611 1/2	.611		
	.90	1.00	1.50	1.50		

Ball Pein 4 6 8 12 16 20 24

\$.60 \$.65 \$.70 \$.75 \$.85 \$1.00 \$1.15

28 32 36 40 44 48

\$1.25 \$1.35 \$1.40 \$1.45 \$1.50 \$1.60

Germantown Nos. 48 44

\$1.50 \$1.50

Vanadium—All sizes \$1.50

HATCHETS—

Broad or Bench 1 2 3 4 5

Hunt's or Similar \$1.25 \$1.35 \$1.50 \$1.65 \$1.85

Floor 1.15 1.40

Broad White 4 5 6 7 8

\$2.25 \$2.25 \$2.15 \$2.00 \$1.35

Claw 1 2 3

Shingling .90 \$1.00 \$1.15

Lath—Underhill .85 .95 1.10

8 Row 9 Row 10 Row

\$1.85 \$1.75 \$2.00

HOES—Mortar, 9 inch 80c, 10 inch 90c.

Planters, 8-in., 65c; 8 1/2-in., 75c; 9 1/2-in., 85c; 10-in., 90c.

German 5 1/2-in., 60c; 6-in., 65c; 7-in., 70c; 7 1/2-in., 75c;

8-in., 85c.

HANGERS—Sliding Door: Per Set

Cycle or Similar.....\$3.50

Lanes, Imitation.....2.50

Lanes, improved BB.....\$3.75

Lanes, standard.....3.75

Prouty, Single 8 ft.....\$2.50

Prouty, Double 14 ft.....4.50

Johns, Single 6 ft.....1.75

Johns, Double 12 ft.....3.50

Extra Track for all Hangers, 10c foot.

LAWN MOWERS—L

Philadelphia Style M.

10", \$5; 12", \$6; 14", \$7; 16", \$8; 18", \$11.

Stearns Ball Bearing:

12", \$8; 14", \$9; 16", \$10; 18", \$11.

LEVELS—

Leonhart, Straight Edge.....\$.50

Bitt & Square, Stanley No. 44......85

Unique, Brass Case......75

Nickel Case.....1.00

Iron-Davis (Machinists)

Nos. 1 2 3 4

Inches 6 12 18 24

Price.....\$3.00 \$2.50 \$3.00 \$3.50

Davis (Carpenters)

Nos. 6 7 8 9 09 or 46

Inches 6 12 18 24 24

Price.....\$1.75 \$2.00 \$2.25 \$2.75 \$4.50

Jennings

Nos. 6 12 18 24 117 118 119

Inches 6 12 18 24 12 18 24

Price \$1.00 \$1.50 \$1.75 \$2.00 \$1.75 \$2.00 \$2.35

Starrett, No. 122

Inches 4 6 9 12 18 24

Price \$1.35 \$1.50 \$1.65 \$1.75 \$2.00 \$2.35

Stanley, No. 34

Inches 4 6 8 10

Price \$1.10 \$1.40 \$1.85 \$2.40

Stanley, No. 36

Inches 6 9 12 18 24

Price \$1.25 \$1.50 \$1.85 \$2.35 \$3.75

Stanley, No. 37

Nos. 6 9 12 18 24

Price \$2.00 \$2.50 \$3.00 \$3.50 \$4.00

RETAIL SELLING PRICE—Continued.

LEVELS—Wood:

Akron	3	6	06	05	4	024	5
Nos.							
Price	\$1.65	\$3.20	\$3.75	\$4.50	\$5.25	\$8.50	\$4.50
Stanley							
Nos.	9	09	10	010	11	011	18
Price	\$2.00	\$3.00	\$2.50	\$2.50	\$2.50	\$3.50	\$3.00
Nos.	90	95	96	25	30	0	8
Price	\$3	\$5.50	\$7	\$2.50	\$2	\$.95	\$1.70
Mason's Plumb Rules:							
Nos.	20	35	45	24	25 1/2	36	70
Price	\$2.75	\$2.00	\$3.25	\$2.50	\$2.50	\$2.75	\$4.25
Aluminum						12"	18"
							24"
						\$3.50	\$4.00
						\$4.50	

LEVEL SIGHTS—Nos. 1 and 2, \$1.00.

Prices 90c, 75c, \$1.75, \$2, \$2.50, \$2.50, \$2.75, \$3, \$2.75
METAL POLISH—Brilliantshing—Half pints, 15c; pints, 25c;
quarts, 45c; half gallons, \$1.35.

NAILS—Wire or Cut Common:

Many Retail Hardware Merchants at the present time are selling Nails in small quantities for 6c per pound 6d. and larger, they are also adding 50c per keg base to their landed cost; every Retail Hardware Merchant should make at least 50c a keg base over his landed cost.

Galvanized—Large head roofing felt nails, 15c lb. In 10-lb. lots, 13 1/2c lb.

Other Galvanized Nails, less than 10-lb. lots, 10c lb.

Cement Coated—2d, 3d and 4d, 10c lb. 5d, 8c. 6d and larger, 7c.

Keq Base, Common Wire, \$4.25; Cut, \$5.85; Cement Coated, \$4.70. For less than full keg add 25c for each half keg, plus the extra Wire Nails in small lots, 6d and larger, 6c lb.; 3d, 4d and 5d, 7c lb.; 2d, 8c lb.

Fine Blued, 2d and 3d, 8c lb.

Finish, 6d and larger, 6c lb.; 3d, 4d and 5d, 8c lb.; 2d, 10c lb.

Barbed Floor Brads, small lots, 8c lb.; kegs, \$1.00 over the base.

Roofing Felt Nails, large heads, 15c lb. Other galvanized nails, 10c lb.

Wire Nails and Brads in papers, 50 per cent discount.

NETTING—Galvanized Before—No. 20, 2-in., 1-ft. per roll, \$1.10; 2-ft., \$2.15; 2 1/2-ft., \$2.70; 3-ft., \$3.15; 4-ft., \$4.20; 5-ft., \$5.80; 6-ft., \$6.85; 75 feet or over, 1/2c sq. ft.; less quantity, 1c sq. ft.; No. 20, 1 1/2-in., 1-ft., \$1.45; 2-ft., \$2.80; 3-ft., \$4.20; 4-ft., \$5.60; 5-ft., \$7.00; 6-ft., \$8.40; 75 feet or over, 1c sq. ft.; less quantity, 1 1/2c sq. ft.; No. 20, 1-in., 1-ft. per roll, \$2.60; 2-ft., \$5.10; 3-ft., \$7.90; 4-ft., \$10.25; 5-ft., \$12.80; 6-ft., \$15.85; 75 feet or over, 1 1/2c sq. ft.; less quantity, 2c sq. ft.; price for galvanized after, add 15 per cent to the above roll prices.

NETTING—Plasterers', 1 in. by 16—Prices on request.

NETTING—(For Plasterers' Use)—Galvanized before, 1-in., No. 19, 18c sq. yd.; 1-in., No. 18, 20c sq. yd. Galvanized after, 1-in., No. 20, 18c sq. yd.; 1-in., No. 19, 19c sq. yd.; 1-in., No. 18, 21c sq. yd.

NUMBERS—House.

Aluminum, 8" 5c each. Aluminum Cast, 8" 10c each.

Fancy BB. LB. & AC. 3" & 4" 20c each.

Fancy set of four, 8" & 4" 75c set.

In lots of 24 or more, price is open.

NIGHT LATCHES—Yale:

Nos.	28	26	22	24	27
Prices	\$.90	\$.75	\$1.75	\$2.00	\$2.00
Nos.	042	42	44	46	049
Prices	\$2.50	\$2.50	\$2.75	\$2.75	\$3.00

OVERALLS—

Heavy Duck, all makes, to 40 inches.....\$1.25

PADLOCKS—Yale:

Nos.	800	818	828	838	848	858	868
Prices	\$1.25	\$1.75	\$1.80	\$2.10	\$2.35	\$2.60	\$3.10

PAIIS—Galvanized—8-qt., 30c; 10-qt., 35c; 12-qt., 40c;

14-qt., 45c; 16-qt., 55c.

Stock Pails, 12-qt., 50c; 14-qt., 55c; 16-qt., 60c; 18-qt.,

65c; 20-qt., 75c.

PAPER—Building:

P. & B., 1000 ft....	1 Ply	2 Ply	3 Ply	4 Ply
	\$3.60	\$5.40	\$7.40	\$9.40
Malthine, 1000 ft....	2.80	3.90	5.60	5.85

Roofing Paper—88 1-8% discount.

Sand Paper, Baeder, Adamson & Co., per quire 80c.

Reams open

PLANES—STANLEY:

No.	Price	No.	Price	No.	Price
1	\$2.00	22	\$1.75	60 1/2	\$1.25
2	2.10	23	1.75	61	1.25
3	2.25	24	1.75	62	1.25
4	2.35	25	1.75	65	1.60
4 1/2	2.60	26	2.00	65 1/2	1.35
5	2.60	27	2.15	66	1.25
5 1/2	3.25	27 1/2	2.25	69	1.00
6	3.75	28	2.50	71	2.50
7	4.50	29	2.60	71 1/2	2.20
8	5.00	30	2.75	72	8.15
				146	2.65

9	4.50	31	2.75	72 1/2	4.00	147	2.50
9 1/2	1.30	32	3.00	74	6.50	148	2.50
9 1/2	1.10	33	3.25	75	.60	171	3.50
9 1/2	1.45	34	3.50	78	2.00	180	1.40
10	3.75	35	2.15	80	1.80	181	1.40
10 1/2	3.75	36	2.50	83	1.85	182	1.40
11	3.00	36	2.50	85	3.35	190	1.50
12	3.00	37	2.50	87	2.40	191	1.50
12 1/2	3.85	39	2.10	90	2.35	192	1.50
13	3.50	40	1.50	92	2.40	220	.90
15	1.25	40 1/2	1.95	93	2.90	340	2.00
15 1/2	1.50	45	8.50	94	3.40	602	2.50
16	1.35	46	7.50	97	2.80	603	2.75
17	1.50	48	8.50	98	1.25	604	3.00
18	1.50	49	8.50	99	1.25	604 1/2	3.40
19	1.65	50	5.00	100	.35	605	3.65
20	5.00	55	15.00	101	.30	605 1/2	3.75
20 1/2	4.75	57	5.00	102	.40	606	4.25
21	1.75	60	1.85	103	.65	607	5.00
						608	5.75

NOTE—All other akes 10 per cent less than above prices.
EXTRA IRONS—Nos. 9 1/2, 15, 16, 17, 18, 19, 60, 60 1/2, 65, 65 1/2, 120, 220, 131, 25c. Nos. 100, 101, 102, 103, 15c.
Nos. 110, 130, 20c.

IRONS—Plane: —Buck Bros.—

	Double	Single	Double	Single
1 1/4	\$.55	\$.30	\$.40	\$.25
1 1/2	.55	.30	...	...
1 1/2	.60	.35	...	...
1 3/4	.60	.35	.40	.25
1 3/4	.60	.35	.40	.25
1 3/4	.65	.40	...	...
2	.65	.40	.45	.30
2 1/4	.70	.45	.50	.35
2 1/4	.75	.50	.50	.35
2 1/4	.80	.55	.60	.40
2 1/2	.85	.60	...	...
2 1/2	1.00	.70	.65	.45

For Block Plane Irons, see Block Plane List.

SANDPAPER—2 sheets for 5c; per quire, No. 00, 35c; No. 0, 35c; No. 1, 35c; No. 1, 40c; No. 1 1/2, 40c; No. 2, 45c; No. 2 1/2, 45c; No. 3, 50c.

EMERY CLOTH—10c sheet straight.

PLANES—Wood:

Common	Smooth	Jack	Fore	Jointer
	\$1.10	\$1.85	\$1.65	\$2.10
Razee	1.85	1.75	2.15	
Fancy Wood—All Makes.				
Center Bead—1/2 inch and under.....				\$.70
Side Bead—1/2 inch and under.....				.60
Match Plated—1 inch and under, per pair.....				2.00
Side Handle Jack Rabbit—All widths.....				2.00
Side Stop Dado—All widths.....				1.35
Screw Stop Dado—All widths.....				1.65

	Skew Rabbit	Casing	Single	Double
1 1/2	\$.70	\$.90		
1 1/2	.70	.90	\$1.00	\$1.25
1 1/2	.70	1.00	1.60	1.35
1 1/2	.70	1.00	1.00	1.25
1 1/2	.75	1.25	1.00	1.25
1 1/2	.85		1.25	1.85
1 1/2	.95			
2	1.00			

Hollows and Round

12 and under 14 to 18 22 24 26 28 30

Per Pair \$1.35 \$1.40 \$1.60 \$1.70 \$2.00 \$2.10 \$2.30

PLIERS—Swedish Diagonal:

5-in., 90c; 5 1/2-in., 90c; 6-in., \$1.00 pr.

Cutters—Stanley or Similar:

Nos. 40 40 1/2 840 71 & 171 1/2 90 92 93 94 98 99

Price .35 .80 .80 .85 .35 .35 .35 .35 .35 .35

Nos. 140 13 13 1/2 63 75

Price .25 .25 .25 .25 .25

Tooth Cutters

Nos. 12 12 1/2 112

Price .35 .35 .35

PLUMB BOBS—Stanley or Similar:

Nos. 1 2 5

Price \$1.50 \$1.75 \$1.90

POINTS—Trammel, Stanley or Similar:

Nos. 1 2 3 4 99

Price \$1.50 \$1.75 \$2.25 \$.90 \$.75

RAKES—Garden, bow:

12 14 16

70 80 90

RIVETS AND BURS—Copper, Nos. 8 and 10, 90c lb.;

1/2-lb., 50c; 1/4-lb., 80c.

Copper Nails—75c lb.; less than pound lots, \$1 lb.

ROPE—

Manila, per 100 ft., 1/4-in., 75c; 5-16-in., \$1; 3/4-in. and

larger, 30c lb.; 50 lbs. and over, price open.

RULES—No. 68, 15c; No. 61, 20c; No. 84, 40c; No. 62,

50c; No. 60, 60c; No. 42, 30c; No. 62 1/2, 40c; No. 66 1/2,

90c; No. 94, \$1.50; No. 66 1/2, 35c; No. 66 1/2, 45c;

No. 58 1/2, 60c; No. 18, 15c; No. 12, 50c; No. 7, 85c;

No. 82 1/2, 75c; No. 82, 60c.

Zigzag—Stanley, white, No. 102, 35c; No. 103, 40c; No.

104, 50c; No. 105, 55c; No. 106, 65c; No. 108, 90c.

Stanley, yellow, No. 2, 30c; No. 3, 35c; No. 6, 60c; No. 8,

85c.

RETAIL SELLING PRICE—Continued.

Other brands, white, 20c, 25c, 35c, 40c, 75; Yellow, 25c, 30c, 40c, 45c, 80c.
RULE TOOLS—W. H. Stanley 3 Angle with Level, 50c.

S

SASH CORD—Common, hand, No. 7, 85c; No. 8, 95c; No. 9, \$1.25; No. 10, \$1.50; No. 12, \$1.75. Samson, hank, No. 7, \$1.10; No. 8, \$1.35.

ROPE—
Manila $\frac{1}{4}$ " 5-16" $\frac{1}{4}$ " $\frac{1}{2}$ " & larger 50 lbs. & over
Per 100 ft. \$.50 \$.60 \$.70 \$.85 lb. Price Open

RULES—
Nos. 68 61 84 54 62 60 42 62 $\frac{1}{4}$ 68 $\frac{1}{2}$
20 20 40 45 50 60 80 85 .85
Nos. 64 66 $\frac{1}{4}$ 66 $\frac{1}{2}$ 68 $\frac{1}{2}$ 1 $\frac{1}{2}$ 1
\$2.00 .35 .40 .50 .15 .50

Zigzag—Stanley, white:
Nos. 102 108 104 1' 106 108
.85 .40 .50 .55 .60 1.00

Stanley, Yellow:
Nos. 2 3 4 5 6 8
.25 .30 .40 .45 .50 .85

Other brands:
White .20 .35 .80 .85 .40 .75
Yellow .25 .30 .35 .40 .45 .80

RULE TOOLS—
W. H. Stanley 3 Angle with Level, 50c.

S

SAWS—Hand. Atkins Silver Steel:
Size 18" 20" 22" 24" 26" 28"
No. 52 \$1.70 \$1.80 \$1.90 \$2.00 \$2.25 \$2.50
No. 54 1.45 1.55 1.65 1.75 1.85 2.00
No. 56 1.80 1.90 2.00 2.25 2.50 2.75
No. 58 1.70 1.80 1.90 2.00 2.25 2.50
No. 60 1.75 1.85 2.00 2.25 2.50 2.75
No. 62 1.75 1.85 2.00 2.25 2.50 2.75
No. 64 1.75 1.85 2.00 2.25 2.50 2.75
No. 66 1.75 1.85 2.00 2.25 2.50 2.75
No. 68 1.75 1.85 2.00 2.25 2.50 2.75
No. 70 & 71 1.45 1.55 1.65 1.75 1.85 2.10
No. 400 2.85 3.00 3.25 3.50 4.00 4.50

DISSTON HAND SAWS—
No. 18" 20" 22" 24" 26" 28" Rip
7 \$1.65 \$1.75 \$1.90 \$2.00 \$2.10 \$2.35
D-8 & 1874 1.75 1.90 2.10 2.20 2.35 2.65
16 1.75 1.90 2.10 2.20 2.35 2.65
12 2.10 2.20 2.50 2.70 2.90 3.20
112 2.20 2.30 2.65 2.90 3.10 3.35
D-21 & 22 1.90 2.00 2.25 2.50 2.75 3.00
D-20 & 23 2.25 2.50 2.75 3.00
D-100 1.90 2.00 2.25 2.50 2.75 3.00
120 2.75 2.85 3.00 3.10 3.25 3.50
D-115 & 15 3.25 3.40 3.50 3.65 3.85 4.00
"Simonds"—

No. 4	No. 5	No. 8	No. 10
16-in., \$1.95	16-in., \$1.60	16-in., \$1.80	16-in., \$1.10
18-in., 2.10	18-in., 1.75	18-in., 1.40	18-in., 1.25
20-in., 2.25	20-in., 1.95	20-in., 1.50	20-in., 1.35
22-in., 2.50	22-in., 2.10	22-in., 1.70	22-in., 1.50
24-in., 2.75	24-in., 2.35	24-in., 1.85	24-in., 1.60
26-in., 3.00	26-in., 2.50	26-in., 2.00	26-in., 1.75
28-in., 3.25	28-in., 2.75	28-in., 2.25	28-in., 2.00

SAWS—Back:
Atkins 8" 10" 12" 14" 16" 18"
\$1.25 \$1.50 \$1.60 \$1.75 \$2.00 \$2.75
Disston 1.05 1.35 1.50 1.65 1.80 2.00
Mitre Box 20 4 22 4 24 4 26 4 28 4 30 4
Atkins \$2.35 \$2.50 \$2.75 \$3.00 \$3.25 \$4.00

SAWS—Compass:
Atkins 10" 12" 14" 16" 18"
.50 .50 .55 .60 .65
Disston .50 .55 .60 .65 .70
Nest Sets \$1.35.
Pruning 64c. Handles 25c.
Extra Blades—Keyhole, 20c. Compass, 30c.
Atkins Nest Sets with Metal Outting Blades, \$1.50.

SAWS—Coping:
Atkins No. 50, 75c. F. P. M., 75c. Wire Frame, 25c.
Atkins and F. P. M. extra blades, 10c; 75c dozen.
Wire Frame extra blades, 15c dozen.

SAW SETS—
Morrell's "Special"\$1.15
Morrell's Genuine, No. 1 Old..... 1.00
Morrell's New No. 1..... 1.00
Morrell's No. 95 1.00
Taintor H. 1.00
Triumph H. 1.00
Monarch Polished 1.00
Monarch Jap75
Hammer, Aiken, Genuine90
Hammer, Aiken, Imitation60

JACOBS PORTABLE PLATFORM SCALES—
400 lbs. \$15.00 each
600 lbs. \$15.00 each
Larger capacities quoted on request.

JACOBS SPRING BALANCE—
15 & 30 lb. Butcher scale, \$7.00 each
15 & 30 lb. DD Butcher scale \$9.50 each
240 lb. Union scale \$6.50 each

SCRAPERS—Steel Hand:
Atkins, Silver Steel, or Disston, 2 $\frac{1}{2}$ x5", 15c; 3x4", 15c; 3x5", 20c; 3x6", 25c.

SCRIBERS—Gem, 15c. Movable Leg, 85c.

SETS—Nail. Buck Bros. 10c. 2 for 25c.
Knurled 10c.

	1	2	3	22
Goodell	\$1.00	\$1.35	\$1.50	\$1.50
Yankee	.80	.81	.85	.130
	\$1.60	\$2.75	\$1.25	\$2.00
	3 $\frac{1}{2}$ 3 3 $\frac{1}{2}$ 4 4 $\frac{1}{2}$ 5 5 $\frac{1}{2}$ 6 6 $\frac{1}{2}$ 7 7 $\frac{1}{2}$ 8			
Champion	.25 .25 .25 .30 .30 .35 .35 .45 .45 .50 .50 .60			
				.60 10 10 $\frac{1}{2}$
				.60 75 .75

Hurwood, Stanley, Victor and Elmore same as Champion.

SCREWDRIVERS—Stanley: No. 80, 2 $\frac{1}{2}$ ", 15c; 3", 15c; 4", 20c; 5", 25c; 6", 30c; 7", 35c; 8", 40c; 10", 50c.
No. 70, 2 $\frac{1}{2}$ ", 20c; 3", 20c; 4", 25c; 5", 30c; 6", 35c; 7", 40c; 8", 50c; 10", 60c. No. 21, 25c; No. 51, 50c.
No. 52, 75c; No. 53, \$1.00.

Machinists—
Stanley 51 52 53
..... 45 .75 1.00

SHOVELS—
Common Smooth Back\$.85
Carters 1.25
Ames 1.40
D. and Long Handle, same.
Lots of $\frac{1}{2}$ dozen or more, price open.

*PADES—Same Price as Shovels.

SIGHTS—Level. No. 1, \$1.00; No. 2, \$1.00.

SPOKESHAVES—Stanley:
Nos. 51 52 53 54 55 56 59 60 64 65 67
Price .40 .40 .50 .50 .35 .35 .50 .30 .60 1.70
Nos. 72 73 75 76 81 82 84 85
Price 1.00 1.00 1.20 1.20 1.35 1.50 1.40 1.50
Outerra, 10c each.

SQUARES—Steel:
Nos. 14 10 12 3 1 100 200 0100
Price 1.00 .75 1.00 1.25 1.50 1.00 1.75 3.00

Nicholls Framing.
All Copper Plated, 50c extra; Blued, 25c extra.

SQUARES—TRY: 4", 50c; 6", 65c; 8", 85c. No. 2, 4 $\frac{1}{4}$ ", 45c; 6", 60c; 7 $\frac{1}{2}$ ", 75c; 9", 85c; 12", \$1.00. No. 10, 4", 80c; 6", 90c; 8", \$1.20; 10", \$1.50. No. 12, 4", 40c; 6", 50c; 8", 60c; 10", 60c; 12", 75c. No. 20, 4 $\frac{1}{4}$ ", 35c; 6", 45c; 7 $\frac{1}{2}$ ", 50c; 9", 65c; 10", 60c; 12", 65c; 15", 85c; 18", \$1.15. No. 15, 7 $\frac{1}{2}$ ", 85c.

SQUARE & MITRE—Fox Figure 4, 75c.

Staples:
15c a lb.; 2 lbs. 25c; 25 lbs. 10c per lb. Vine 20c lb
STOCKS AND DIES—Armstrong No. 1, \$5.50; No. 2, \$6.50; No. 2 $\frac{1}{2}$, \$8.00; No. 3, \$13.50.

SQUARES—Stanley, No. 100, \$1.75; No. 100B, \$2; No. 100H, \$2; No. 1, \$1.50; No. 2, \$1.25; No. 3, \$1.25; No. 14, \$1; No. 14B, \$1.50; No. R100B, \$2.25; No. R100, \$2; No. 10, 75c; No. 12, 85c.

STONES—Carborundum: Combination, No. 107, \$1.25; No. 108, \$1.50; No. 109, \$1; No. 111, 75c; No. 112, 60c. Regular, No. 115, \$1.25; No. 116, \$1.25; No. 117, \$1.25; No. 119, \$1; No. 121, 75c; No. 122, 75c; No. 125, 65c; No. 142, 50c; No. 143, 50c; No. 145; 30c; No. 146, 30c; No. 292, 35c.

Slips—Carborundum—No. 180, 60c; No. 181, 60c; No. 183, 50c; No. 184, 50c.

India—Combination—No. 0, \$1.50; No. 1, \$1.50; No. 1 $\frac{1}{2}$, \$1.25; No. 29, \$1. Regular, No. 1, \$1.25; No. 1 $\frac{1}{2}$, \$1; No. 29, 75c; Slips, No. 13, 50c; No. 14, 50c; No. 15, 50c; No. 22, 60c.

Knife Handle—Coes, 60c, 85c, \$1, \$1.50, \$2, \$2.75, \$3.

TACKS—Wire, $\frac{1}{4}$ -lb. papers, 5c; $\frac{1}{4}$ -lb. papers, 10c. Cut, 1-oz., 10c paper, 90c doz.; 2-oz., 10c or 3 for 25c, 65c doz.; 3-oz., 10c or 3 for 25c, 50c doz.; 4-oz., 5c, 50c doz.; 6-oz., $\frac{1}{4}$ lb., 10c each, 80c doz.; 8 and 10-oz., 10c each, 75c doz.; 12, 14, 16 and 18-oz., 10c each, 70c doz.

TACKLE BLOCKS—Wood, Common—Single, 3", 45c, double, 90c; 4", single 60c, double \$1.10; 5", single 65c, double \$1.20; 6", single 75c, double \$1.35; 7", single 90c, double \$1.60; 8", single \$1.20, double \$1.90; 9", single \$1.25, double \$2.30; 10", single \$1.85, double \$3; 12", single \$3, double \$5; patent, 3", single 75c, double \$1.35; 4" single 80c, double \$1.50; 5", single 85c, double \$1.65; 6", single \$1, double \$1.90; 7", single \$1.15, double \$2.25; 8", single \$1.50, double \$2.80; 9", single \$1.70, double \$3.35; 10", single \$2.85, double \$4; 12", single \$3.55, double \$6.20.

TAPES—STEEL:
Starrett, No. 512, 25-ft., \$3; 50-ft., \$3.75; 75-ft., \$4.50. No. 505, 25-ft., \$2.75; 50-ft., \$3.40; 75-ft., \$4.50; 100-ft., \$5.75. No. 510, 25-ft., \$3.25; 50-ft., \$3.50; 75-ft., \$5; 100-ft., \$6.50.
Lufkin, 25-ft., \$3.25; 50-ft., \$3.75; 75-ft., \$5; 100-ft., \$6.50.

Reliable, Jr., 25-ft., \$3.75; 50-ft., \$4.50.
Challenge, Jr., 25-ft., \$3; 50-ft., \$3.50; 75-ft., \$4.50.

TOOLS—Machinist's, Starrett, Ten per cent above list.
MICROMETERS—Add 10%.

RETAIL SELLING PRICE—Continued.

PLASTERING TOOLS—

Darby, 50c. Float, 25c. Hawk, 75c. Det. Handle Hawk, \$1.00. Mitre Molds, 8c per inch. Small Tools, 50c each.

TROWELS—Brick:

Rose-Diastion	10	11	12	13	14
	1.25	1.35	1.55	1.50	1.50
Plastering	10-10½	11	11½	12	
Atkins Silver Steel, No. 4 & 5	2.00	2.00	2.00	2.00	
Atkins No. 1	1.15	1.25	1.35	1.50	
Cincinnati	1.15	1.25	1.35	1.50	
Diastion	1.50	1.65	1.75	2.00	
Marshalltown	2.00	2.00	2.00	2.00	
Richardson	1.15	1.25	1.35	1.50	

WHEELBARROWS—

	No. 1	No. 2	No. 3	No. 4	No. 5	No. 6
Garden	3.50	4.00	4.50	5.00	6.00	7.00
Steel Tubular, \$6.50 each.						

WRENCHES—

	6"	8"	10"	12"	15"
Agricultural	.35	.45	.55	.65	1.50
	4"	6"	8"	10"	12"
	.40	.50	.60	.70	.80
Knife Handle, Coes.	.60	.80	.90	1.10	1.25
Pipe	6"	8"	10"	14"	18"
	.95	.80	.95	1.10	2.00
Stillson or Trimo	.95	.80	.95	1.10	2.00

MISCELLANEOUS

COPPER RIVETS—

Copper Rivets & Burrs No. 8 & 10, 90c lb.; ¼ lb., 50c; ½ lb., 30c lb.

COPPER NAILS—75c lb. Less than lb. lots, \$1.00 lb.

BRASS ESCUTCHEON PINS—

	lb.	½ lb.	¼ lb.
¾ x 14	\$1.00	.60	.35
16	1.10	.60	.35
18	1.30	.70	.40
	lb.	½ lb.	¼ lb.
¾ x 12	.95	.50	.30
14	1.00	.55	.30
16	1.05	.55	.30
18	1.20	.65	.35
	lb.	½ lb.	¼ lb.
¾ x 12	.95	.50	.30
No. 14	.95	.50	.30
No. 16	1.00	.55	.30
No. 18	1.30	.65	.35

NETTING—

2"x No. 20, 1 ft., roll	\$.95
2 ft., roll	1.90
2½ ft., roll	2.87
3 ft., roll	2.85
4 ft., roll	3.80
5 ft., roll	4.75
6 ft., roll	5.70
50 sq. ft. or over, 1c sq. ft. Less than 50 sq. ft., 1½c.	
1½"x No. 20, 1 ft., roll	\$ 1.25
2 ft., roll	2.50
3 ft., roll	3.75
4 ft., roll	5.00
5 ft., roll	6.25
6 ft., roll	7.50
1"x No. 20, 1 ft., roll	\$ 2.25
2 ft., roll	4.50
3 ft., roll	6.75
4 ft., roll	9.00
5 ft., roll	11.25
6 ft., roll	13.50
50 sq. ft. or over, 2½c sq. ft. Less than 50 sq. ft., 2½c sq. ft.	
Price on Galvanized After Netting add 25% to the above Roll price.	

PADLOCKS—Y. & T.:—

818½	\$1.25 ea.	830	\$1.50 ea.
828½	1.40 ea.	840	2.00 ea.
838½	1.50 ea.	850	2.25 ea.
848½	1.75 ea.	701 B. S.	1.25 ea.
858½	2.00 ea.		
Motor No. 2565, \$1.25 ea.		8434, 90c ea.	672J, 25c ea.
8454, \$1.15 ea.		684½J, 40c ea.	

STRAP AND TEE HINGES WITH SCREWS—

Lt. Strap	3"	\$ 1.20 dz. pr.	.12 pr.
Lt. Strap	4"	1.35 dz. pr.	.15 pr.
Lt. Strap	5"	1.65 dz. pr.	.18 pr.
Lt. Strap	6"	2.00 dz. pr.	.20 pr.
Hy Strap	4"	1.60 dz. pr.	.15 pr.
Hy Strap	5"	2.15 dz. pr.	.20 pr.
Hy Strap	6"	2.80 dz. pr.	.25 pr.
Hy Strap	8"	4.25 dz. pr.	.40 pr.
Hy Strap	10"	5.75 dz. pr.	.50 pr.
Hy Strap	12"	8.65 dz. pr.	.80 pr.
Hy Strap	14"	10.60 dz. pr.	.90 pr.
Hy Strap	16"	13.00 dz. pr.	1.15 pr.
Lt. Tee, 3-in.		\$ 1.08 dz. pr.	10c pr.
Lt. Tee, 4-in.		1.50 dz. pr.	15c pr.
Lt. Tee, 5-in.		1.60 dz. pr.	15c pr.
Lt. Tee, 6-in.		2.15 dz. pr.	20c pr.
Hy. Tee, 4-in.		2.15 dz. pr.	20c pr.
Hy. Tee, 5-in.		3.25 dz. pr.	30c pr.
Hy. Tee, 6-in.		4.80 dz. pr.	40c pr.

Hy. Tee, 8-in.	6.50 dz. pr.	60c pr.
Hy. Tee, 10-in.	7.55 dz. pr.	70c pr.
Hy. Tee, 12-in.	8.65 dz. pr.	80c pr.

LONG & D. HDLE. MANURE FORKS—

4-tine, \$1.00 ea.	5-tine, \$1.25 ea.	6-tine, \$1.50 ea.
GALVANIZED BUTTS—No. 8042 with Galvanized Screws:		
2 x 2	2.50 dz. pr.	.80 pr.
2½ x 2½	3.50 dz. pr.	.85 pr.
3 x 3	3.75 dz. pr.	.40 pr.
3½ x 3½	5.50 dz. pr.	.80 pr.
4 x 4	7.50 dz. pr.	.80 pr.
4½ x 4½	9.00 dz. pr.	1.00 pr.
5 x 5	11.00 dz. pr.	1.20 pr.
5½ x 5½	13.50 dz. pr.	1.35 pr.
6 x 6	16.00 dz. pr.	1.50 pr.

CUPS AND SAUCERS—

No. 20 25c.				
INNER BUCKETS—				
Oblong, Nos.	110	111	112	Round, Nos. 140 240
Each	\$1.30	\$1.35	\$1.50	\$1.25 \$1.45

DOUBLE SAUCE PANS—

No. 1, \$1.55 each; No. 10, \$2.10 each.

WATER PITCHERS—

No. 1, 85c; No. 2, \$1.00; No. 3, \$1.10; No. 4, \$1.30.

DINNER PLATES—

No. 19, 20c each; No. 20, 25c each.

SAUCERS—

No. 20, 15c each.

EGG PANS—

Nos. 00 10 20 30

Each 15c 15c 20c 25c

EASY BOLT CLIPPERS—

Nos. 0 1 2 3

Pair \$2.75 \$3.50 \$5.00 \$6.50

FAMILY GRIND STONES MOUNTED—

6-inch, \$1.50; 8-inch, \$1.75; 10-inch, \$2.25.

WELL WHEELS—

8-inch, 60c; 10-inch, 75c; 12-inch, 90c; 14-inch, \$1.15.

PLANTERS' HOES WITH HANDLE—

8-in., 65c; 8½-in., 70c; 9-in., 75c; 9½-in., 85c; 10-in., 90c.

GERMAN HOES WITH HANDLE—

Each 5½" 6" 6½" 7" 7½" 8"

60c 65c 65c 70c 75c 85c

GRAPE HOOKS WITH HANDLE—

2-tine, 10-inch, \$1.00 each.

VINEYARD HOE WITH HANDLE—

2-tine, 10-inch, \$1.25 each.

ONE MAN'S X-CUT SAWS—

Champion Tooth—sell 65c per ft.

Lance Tooth—sell 75c per ft.

SNATHS—

\$1.25 each.

MILK CANS, BUHL'S RAILROAD PATTERN—

Triumph 5-gal. 8-gal. 10-gal.

8.00 4.25

Ohio 5-gal. 8-gal. 10-gal.

\$2.60 \$3.00 \$3.25

Tiger 2.75 3.75 3.90

Triumph 3.00 4.25

Texas 4.50 5.50

LANTERNS, TUBULAR—

No. 0, 75c each; No. 2 Tin Fount, \$1.00 each.

No. 2 Cold Blast Tin Fount, \$1.25 each; No. 2 Cold Blast

Brass or Copper Fount, \$1.50.

LOCKS, RIM KNOB—

Cast, 45c each; Steel, 65c each.

STOVE BOARDS, PAPER LINED—

Each 24x24 26x26 26x30 28x28 28x33

75c 90c \$1.00 \$1.00 \$1.25

Each 26x32 28x34 24x36 30x38 32x42

\$1.25 \$1.35 \$1.50 \$2.50 \$3.00

STOVE BOARDS, WOOD LINED—

Each 24x24 26x26 28x28 28x32 30x30 33x33 36x36

\$1.25 \$1.35 \$1.50 \$1.75 \$1.75 \$2.25 \$3.00

WHEEL BARROWS—Victor

Steel, Tubular, No. 104, 7.00 each; No. 105, \$8.25 each.

Pan American Steel Tray, \$5.85 each.

Queen B. Stave Tray, \$3.50 each.

Garden, No. 1, \$5.85; No. 2, \$5.50; No. 3, \$6.55.

PIPE, WROUGHT IRON—

—BLACK—

Under 100 to Size 100 to Under

100 ft. 499 ft. inch 499 ft. 100 ft.

\$ 4.50 \$ 4.00 ¼ \$ 6.50 \$ 7.25

5.00 4.50 ½ 7.25 8.00

5.25 4.75 ¾ 7.75 8.50

6.50 6.00 1 8.00 9.00

8.00 7.25 1½ 10.00 11.00

12.00 10.75 2 15.00 16.50

16.00 14.50 2½ 20.25 22.50

19.50 17.50 3 24.00 26.50

26.00 23.50 4 32.50 36.00

RETAIL SELLING PRICE—Continued.

44.50	40.00	2½	51.00	56.00
58.50	52.50	3	66.00	74.00
75.00	67.50	3½	95.00	105.00
90.00	81.00	4	112.00	124.50

500 to 999 ft., 10% off 499 foot price; 1000 ft. or more, price open.

Any of the above quantities may be either one size or assorted sizes except on open price. Well borers will be sold as per above schedule.

PUMPS—

Douglas Lift, Nos.	2	8	4	5	6
Each	\$3.50	\$4.00	\$4.50	\$5.50	\$6.50
Pitcher, Nos.			2	3	4
Each			\$5.00	\$5.25	\$5.75
Hosier Suction and Force, Nos.			2	3	4
Each			\$15.00	\$14.00	\$17.00
Myers' Suction and Force, Nos.			Plain	Hand Hole	
Each			215	215½	
			\$15.00	\$16.00	
Advance Suction and Force, Nos.			Plain	Hand Hole	
Each			1215	1215½	
			\$15.00	\$16.00	
Peerless Suction and Force, Nos.			Plain	Hand Hole	
Each			1115	1115½	
			\$15.00	\$14.00	

Well Borers 10% the above prices on PUMPS.

COPPER FLOAT BALLS—

5-in., 70c each; 6-in., 80c each.

BLODGETT'S PERFECT CLOTHES LINE PULLEYS AND SUPPORTS—

2-in. small, 10c each; 3½-in. med. pln., 25c each; 3½-in. med. ball bearing, 35c each; 6-in. large, ball bearing, 65c each, \$1.25 per pair; 6-in. large, plain, 45c each. Line Supports, short, 15c each; long, 25c each.

CAST IRON HOLLOW WARE—

No. 6 Waffle Irons \$1.00.
No. 7 Waffle Irons 1.20.
No. 8 Waffle Irons 1.40.
No. 9 Waffle Irons 1.75.
Waffle Irons, Deep Ring, \$1.40, \$1.65, \$1.90.

STOVES—PERFECTION COOK AND HEATERS—

No. 31 \$ 6.00 each No. 120 \$3.75 ea.
No. 32 9.00 each No. 160 \$5.25 ea.
No. 33 12.50 each No. 260 Blue, \$6.25 ea.
No. 34 16.00 each No. 260 Blue, White & Gold \$7.75 ea.
No. 37 36.00 each
No. 61 3.00 each
No. 62 6.25 each

STOVES, PURITAN OIL COOK—

No. 22 \$9.00 each No. 23 \$12.50 each
No. 24 16.00 each No. 27 36.00 each

SETTING UP HEATING STOVES (WOOD OR COAL)—

Over \$6.50 no charge; under \$6.50 min. charge 50c.
Flat Hd. Brt. Screws sell 66 2-3% off list gross lots.

PERFECTION OIL STOVE WICKS—

For Heating Stoves, 15c each; for Cook stoves, 20c each.

GALV. WATER BUCKETS

8 quarts 35c each 12 quarts \$.65 each
10 quarts 40c each 14 quarts .70 each
12 quarts 45c each 16 quarts .75 each
14 quarts 50c each 18 quarts .90 each
16 quarts 60c each 20 quarts 1.00 each

GALV. TUBS

No. 0 \$.95 each No. 15 \$.60 each
No. 1 1.15 each No. 16 .70 each
No. 2 1.30 each No. 17 .75 each
No. 3 1.50 each No. 18 .80 each
No. 20 1.10 each

GALV. SPRINKLERS

4 quarts \$.60 each 1 quart \$.85 each
6 quarts .70 each 2 quarts .40 each
8 quarts .80 each 3 quarts .45 each
10 quarts .95 each 4 quarts .50 each
12 quarts 1.10 each 6 quarts .60 each
16 quarts 1.35 each 8 quarts .75 each
10 quarts .90 each
12 quarts 1.00 each

GALV. COAL HODS

No. 15 \$.60 each
No. 16 .70 each
No. 17 .75 each
No. 18 .80 each
No. 20 1.10 each

JAPAN SPRINKLERS

1 quart \$.85 each
2 quarts .40 each
3 quarts .45 each
4 quarts .50 each
6 quarts .60 each
8 quarts .75 each
10 quarts .90 each
12 quarts 1.00 each

CAST IRON HOLLOW WARE—

No. 5 Regular Skillets, each. .60
No. 6 Regular Skillets, each. .65
No. 7 Regular Skillets, each. .70
No. 8 Regular Skillets, each. .75
No. 9 Regular Skillets, each. .90
No. 10 Regular Skillets, each. 1.10
No. 11 Regular Skillets, each. 1.35
No. 12 Regular Skillets, each. 1.65
No. 8 Extra Deep Skillets, each. \$1.30
No. 9 Extra Deep Skillets, each. 1.35
No. 10 Extra Deep Skillets, each. 1.60
4 quart Maslin Kettles, each. 1.45
6 quart Maslin Kettles, each. 1.60
8 quart Maslin Kettles, each. 1.70
12 quart Maslin Kettles, each. 2.80
No. 2 Scotch Bowls, each. 1.05
No. 3 Scotch Bowls, each. 1.20
No. 4 Scotch Bowls, each. 1.85

No. 5 Scotch Bowls, each.	1.45
No. 2 Yankee Bowls, each.	1.30
No. 3 Yankee Bowls, each.	1.45
No. 4 Yankee Bowls, each.	1.60
No. 5 Yankee Bowls, each.	1.80
No. 6 Round Roasters or Dutch Ovens, each.	1.80
No. 7 Round Roasters or Dutch Ovens, each.	1.90
No. 8 Round Roasters or Dutch Ovens, each.	2.30
No. 9 Round Roasters or Dutch Ovens, each.	2.55
No. 10 Round Roasters or Dutch Ovens, each.	3.00
No. 11 Round Roasters or Dutch Ovens, each.	3.70
No. 12 Round Roasters or Dutch Ovens, each.	4.30
No. 13 Round Roasters or Dutch Ovens, each.	5.00
No. 6 Handled Griddles, each.	50c
No. 7 Handled Griddles, each.	55c
No. 8 Handled Griddles, each.	60c
No. 9 Handled Griddles, each.	70c
No. 10 Handled Griddles, each.	90c
No. 7 Long Griddles, each.	\$1.00
No. 8 Long Griddles, each.	1.25
No. 9 Long Griddles, each.	1.55
No. 10 Long Griddles, each.	2.80
No. 11 Long Griddles, each.	3.20
No. 6 Regular Kettles, Round Bottoms, each.	\$1.45
No. 7 Regular Kettles, Round Bottoms, each.	1.60
No. 8 Regular Kettles, Round Bottoms, each.	1.75
No. 9 Regular Kettles, Round Bottoms, each.	2.30
No. 6 Flat Bottom Kettles, each.	\$1.45
No. 7 Flat Bottom Kettles, each.	1.60
No. 8 Flat Bottom Kettles, each.	1.80
No. 9 Flat Bottom Kettles, each.	2.25
No. 10 Flat Bottom Kettles, each.	2.85
No. 12 Flat Bottom Kettles, each.	3.60
No. 8 Dutch Oven with Legs, each.	\$2.50
No. 9 Dutch Oven with Legs, each.	2.85
No. 10 Dutch Oven with Legs, each.	3.80
No. 11 Dutch Oven with Legs, each.	3.90
No. 4 Oval Roasters, each.	2.70
No. 5 Oval Roasters, each.	2.95
No. 6 Oval Roasters, each.	3.10
No. 7 Oval Roasters, each.	3.55

ROYAL WARE, L. & G. AND DRESDEN

OVAL FOOT BATHS—

Nos.	0	1	2	3	4
Each	\$1.00	\$1.20	\$1.40	\$1.70	\$2.15

WASH BOWLS—

Nos.	26	28	30	32	34	36
Each	30c	35c	40c	45c	50c	60c

COFFEE BIGGINS—

Nos.	0	01	00	010	020	030	040	050
Each	70c	75c	80c	85c	\$1.00	\$1.10	\$1.25	\$1.35

COFFEE BOILERS—

Nos.	60	70	80	90	100
Each	\$.95	\$1.05	\$1.25	\$1.60	\$2.15
Nos.	601	701	801	901	1001
Each	\$1.05	\$1.15	\$1.40	\$1.70	\$2.25

MILK OR RICE BOILERS—

Nos.	14	16	18	20	22	24	26
Each	\$.80	\$.85	\$1.00	\$1.10	\$1.25	\$1.45	\$1.65
Nos.	28	36	141	161	181	201	221
Each	\$2.10	\$2.50	\$.85	\$.90	\$1.10	\$1.20	\$1.40
Nos.	241	261	281	361	52	52½	
Each	\$1.60	\$1.80	\$2.20	\$2.70	\$.90	\$1.00	
Nos.	53	53½	54	56	58	521	
Each	\$1.05	\$1.15	\$1.25	\$1.65	\$2.10	\$1.00	
Nos.	521½	531	531½	541	561	581	
Each	\$1.05	\$1.10	\$1.25	\$1.40	\$1.80	\$2.25	

COVERED BUCKETS—

Nos.	19	21	21½	22	23	24	26
Each	\$.30	\$.35	\$.40	\$.45	\$.50	\$.60	\$.70
Nos.	28	30	32	150	250	350	450
Each	\$.85	\$1.05	\$1.20	\$.45	\$.50	\$.55	\$.65
Nos.	650	850	1050	1250	1501	2501	
Each	\$.85	\$1.05	\$1.25	\$1.40	\$.55	\$.60	
Nos.	3501	4501	6501	8501	10501	12501	
Each	\$.70	\$.80	\$1.00	\$1.20	\$1.45	\$1.65	

CHAMBERS—

Nos.		1	1½	2	3
Each		45c	55c	65c	70c

CHAMBER COVERS—

Nos.		1	1½	2	3
Each		20c	25c	30c	35c

CHILDS COMMODES—

No. 1 35c each.

CHAIR COMMODES—

No. 2, 60c; No. 3, 65c; No. 4, 75c.

COLANDERS—

Nos.	1	2	3	104	205	306	407
Each	45c	50c	65c	45c	50c	60c	70c

POT COVERS—

Nos.	4	4½	5	5½	6	6½	7	7½
Each	10c	10c	15c	15c	15c	20c	20c	20c
Nos.	8	8½	9	9½	10	10	11	11½
Each	25c	25c	25c	25c	30c	30c	30c	35c
Nos.	12	12½	13	13½	14	14½	15	
Each	35c	40c	45c	55c	65c	75c	85c	

RETAIL SELLING PRICE—Continued.

DRINKING CUPS—								SQUARE STOVE PANS—								112 113 114 115 116 118								
Nos.	08	09	010	8	9	10	11	Nos.	110	111	112	113	114	115	116	118								
Each	15c	15c	15c	15c	15c	20c	20c	Each	55c	60c	65c	70c	85c	95c	\$1.10	\$1.55								
PIECED CUPS—								OBLONG STOVE PANS—								100 200 300 325 350 400								
No. 20, 15c; No. 25, 20c; No. 40, 30c.								Nos.	40c	45c	55c	65c	70c	75c										
STRAIGHT CUPS—								Each	425	450	475	500	550											
No. 0, 20c; No. 6, 25c; No. 120, 35c.								Nos.																
MINERS' CUPS—								Each	\$.85	\$.90	\$1.00	\$1.10	\$1.20											
No. 50, 35c each.								DISH PANS—																
MEASURING CUPS—								Nos.	80	100	140	170	210	300	400									
No. 10, 20c each.								Each	75c	85c	\$1.00	\$1.10	\$1.30	\$1.95	\$2.90									
CUSPIDORS—								OVAL DISH PANS—																
No. 10, 40c; No. 20, 45c; No. 30, 55c each.								No. 15, \$1.25; No. 18, \$1.45; No. 22, \$1.65.																
FLARING DIPPER—								RINSING PANS—																
No. 161, 25c; No. 151, 25c each.								Nos.	08	010	012	014	017											
WINDSOR DIPPER—								Each	\$.70	\$.75	\$.85	\$.90	\$1.10											
No. 100, 25c; No. 110, 30c; No. 112, 35c; No. 114, 35c.								LIPPED FRY PANS—																
SUDS DIPPER—								Nos.	30	31	32	33	34	35	36									
No. 2, 35c; No. 4, 45c each.								Each	25c	30c	35c	40c	45c	50c	55c									
WALL SOAP DISHES—								MUFFIN PANS—																
No. 60, 30c; No. 060, 35c.								Nos.	405	408	409	412												
SINK DRAINERS—								Each	40c	50c	55c	65c												
No. 7, 45c; No. 40, 35c each.								CORN CAKE PANS—																
COFFEE FLASKS—								Nos.	706	708	709	712												
No. 10, 45c each.								Each	45c	55c	65c	70c												
FRUIT JAR FILLERS—								COMBINATION DOUBLE SAUCE PANS—																
No. 20, 20c each.								No. 1, \$1.25; No. 11, \$1.45.																
PIECED FUNNELS—								COMBINATION TRIPLE SAUCE PANS—																
Nos.	01	02	03	04	05	06		Nos.	10	\$1.90; No. 101, \$2.10.														
Each	25c	30c	35c	40c	45c	55c		MILK PANS—																
BED PANS—								Nos.	00	0	11	15	20	30	40	50	60	80	100	120				
No. 1, \$2.50; No. 2, \$1.65 each.								Each	55c	17c	20c	23c	25c	30c	35c	40c	45c	50c	60c	70c				
GRADUATED MEASURES—								STRAIGHT SAUCE PANS—																
No. 11, 45c; No. 011, 40c each.								Nos.	250	350	450	650												
BERLIN KETTLES—								Each	50c	55c	70c	85c												
Nos.	02	03	04	05	06	08	010	012	LIPPED SAUCE PANS—															
Each	45c	55c	65c	70c	75c	95c	\$1.15	\$1.35	Nos.	9	10	12	14	16	18	20	22	24	26	28	30			
Nos.	021	031	041	051	061	081	0101	0121	Each	23c	25c	27c	29c	30c	35c	40c	45c	50c	55c	65c	75c			
Each	55c	65c	75c	85c	95c	\$1.15	\$1.30	\$1.55	PUDDING PANS—															
CONVEX KETTLES—								Nos.	50	100	150	200	300											
Nos.	212	214	216	218	220	222		Each	20c	23c	25c	30c	35c											
Each	\$.95	\$1.10	\$1.35	\$1.45	\$1.65	\$2.10		Nos.	400	500	600	800	1000											
Nos.	2121	2141	2161	2181	2201	2221		Each	35c	40c	45c	55c	60c											
Each	\$1.05	\$1.20	\$1.45	\$1.65	\$1.85	\$2.30		DEEP STEW PANS—																
MILK KETTLES								Nos.	14	16	18	20	22											
Nos.	70	71	72	73	74	76	81	82	Each	30c	33c	35c	40c	45c	50c	55c	60c	65c	70c	75c				
Each	35c	45c	55c	65c	80c	90c	45c	55c	BERLIN SAUCE PANS AND POTS—															
Nos.	83	84	86	51	52	53	54	56	Nos.	02	03	04	05	06	08	010	012							
Each	65c	85c	90c	60c	75c	90c	\$1.10	\$1.35	Each	45c	55c	65c	70c	75c	95c	\$1.15	\$1.35							
LIPPED PRESERVING KETTLES—								Nos.	021	031	041	051	061	081	0101	0121								
Nos.	14	16	18	20	22	24	26	28	Each	55c	65c	75c	85c	95c	\$1.15	\$1.30	\$1.55							
Each	30c	35c	40c	45c	50c	55c	60c	65c	PIE PLATES—															
Nos.	80	82	84	86	88	90	92	94	Nos.	27	28	29	30	31	32	33	34	35						
Each	\$.80	\$.90	\$1.00	\$1.10	\$1.20	\$1.30	\$1.40	\$1.50	Each	15c	20c	23c	25c	30c	35c	40c	45c	50c						
TEA KETTLES—								LEBANON PIE PLATES—																
Nos.	20	30	40	50	60	70		No. 47, 20c; No. 48, 28c; No. 49, 25c; No. 50, 30c.																
Each	65c	70c	75c	85c	95c	\$1.05		COFFEE POTS—																
Nos.	80	90	100	110	120	130	140	150	Nos.	2 1/2	3	5	15	25	35	45	55							
Each	\$1.20	\$1.45	\$1.65	\$1.90	\$2.15				Each	40c	45c	50c	55c	65c	70c	75c	85c							
ROYAL TEA KETTLES—								Nos.	21 1/2	31	51	151	251	351	451	551								
Nos.	160	170	180	190					Each	45c	50c	55c	15c	70c	75c	85c	95c							
Each	\$1.10	\$1.30	\$1.40	\$1.65					TEA POTS—															
DEEP LADLES—								Nos.	00	01	0	10	20	30	40	50								
Nos.	90	100	110	120	91	101	111	121	Each	45c	50c	55c	60c	65c	75c	80c	90c							
Each	20c	20c	25c	30c	20c	25c	25c	30c	Nos.	001	011	01 1/2	101	201	301	401	501							
STANDARD MEASURES—								Each	50c	55c	60c	65c	75c	85c	90c	\$1.00								
Nos.	01	02	03	04	05	06		COVERED STOVE POTS—																
Each	25c	30c	35c	45c	55c	80c		Nos.	706	707	708	709												
JELLY MOULDS—								Each	\$1.10	\$1.25	\$1.70	\$2.10												
No. 080, 25c each.								Nos.	7061	7071	7081	7091												
CHAMBER PAILS—								Each	\$1.25	\$1.45	\$1.90	\$2.30												
Nos.	1	2	3	4	25	30		STEAMERS—																
Each	\$1.15	\$1.25	\$1.45	\$1.65	\$1.80	\$1.95		No. 7, \$1.00; No. 8, \$1.15; No. 9, \$1.25.																
WATER PAILS—								SOUP STOCK POTS—																
No. 110, 95c; No. 112, \$1.10; No. 114, \$1.35; No. 116, \$1.55.								Nos.	212	218	224	236												
BREAD PANS—								Each	\$3.75	\$5.00	\$6.25	\$7.50												
No. 11, 30c; No. 12, 40c; No. 13, 45c.								Nos.	812	318	824	836												
OBLONG PANS—								Each	\$7.50	\$10.00	\$12.50	\$15.00												
No. 03, 30c; No. 04, 35c; No. 01, 25c; No. 02, 30c.								MOLASSES PITCHER—																
SPONGE CAKE PANS—								No. 601, 50c.																
No. 200, 30c each.								BREAD RAISERS—																
SQUARE JELLY CAKE PANS—								Nos.	10	14	17	21												
No. 99, 25c; No. 100, 30c; No. 90, 30c.								Each	\$1.45	\$1.70	\$1.95	\$2.15												
MOUNTAIN CAKE PANS—								Nos.	101	141	171	211												
No. 78, 25c; No. 79, 30c; No. 80, 30c.								Each	\$1.70	\$1.85	\$3.30	\$2.70												
JELLY CAKE PANS—								TEA STEEPERS—																
Nos.	8	9	10	68	69	70		Nos.	2	3	4	5	20	30	40	50								
Each	20c	20c	25c	20c	25c	25c		Each	35c	45c	50c	55c	50c	55c	70c	85c								

RETAIL SELLING PRICE—Continued.

FLAT SKIMMERS—

No. 9, 20c; No. 10, 20c; No. 11, 20c; No. 12, 25c.

BASTING SPOONS—

Nos.	10	12	14	16	18
Each	15c	17c	19c	20c	23c

HANDY STRAINERS—

No. 140, 10c each.

GRAVY STRAINERS—

No. 2, 30c each.

JELLY STRAINERS—

No. 20, 25c each.

STANDARD WIRE NAILS—

Add 50c per keg to laid down cost.

Broken Lots—	Over 15 lbs.	Less than 15 lbs.
2d to 60d	\$.05	\$.06
Box Nails	.05	.06
Finish except, 2d and 3d	.05	.06
Finish, 2d and 3d	.06	.07
Finish Blued, 2d and 3d	.06	.07
Finish Bright, 2d and 3d	.06	.07

Broken lots of nails included in purchases of full keg lots and sold as follows:

For 50 lbs. or over, add 50c per Cwt. to full keg lots.

In less than 50 lb. lots, charge 5c per lb.

For all nails sold at 6c, and 6c per lb. for all nails sold at 7c per lb.

BARBED WIRE—

Add 50c per 100 lbs. to your laid down cost Gliddin, Waukegan and American special and 50c per roll to 80-rod spools.

Plain Galvanized Fences and annealed baling and plain annealed wire add 25c per 100 lbs. to your laid down cost for full rolls.

Broken Bundles—2 lbs. or less, 12c per lb.; over 2 lbs. to 5 lbs., 11c per lb.; over 5 lbs. to 25 lbs., 10c per lb.; over 25 lbs., 10c per lb.

Black Annealed Stone Wire in 12-lb. stones—No. 18 per stone, \$1.10; No. 19 per stone, \$1.20; No. 20 per stone, \$1.25; No. 22 per stone, \$1.30; No. 24 per stone, \$1.30. Broken lots 20c per lb.

Hand Lift Pump with 3x10 Iron Cylinder and set link 5.50
 Hand Force Pump with 3x10 Iron Cylinder and set link 9.00
 Windmill Force Pump with Cock Spout No. 1 7.50
 Windmill Force Pump with Cock Spout No. 2 1/2 9.00
 Windmill Force Pump with plain Spout No. 1 6.50
 Windmill Force Pump with plain Spout No. 2 1/2 8.00

STEEL GOODS—Garden Sets:

No. 30, 3 pieces, 25c; No. 60, 3 pieces, 50c; No. 3, 3 pieces, \$1.40; No. 4, 4 pieces, \$2.

Garden Tool Sets—Extra Tools:

No. 4G, D Hdle. Spd. Forks, 85c each; No. 5G, L Hdle. Spd. Forks, 85c each; No. 6G, Rake, 45c each; No. 7G, D Hdle. Shovel, 75c each; No. 8G, L Hdle. Shovel, 75c; No. XC Beach Spades, 15c each.

Spading Forks—No. 32 D Hdle., 4 time, \$1.35 each; No. 032 L Hdle., 4 time, \$1.35 each; No. 34 D Hdle., 5 time, \$1.75 each; No. 034 L Hdle., 5 time, \$1.75 each.

Garden Trowels—No. 1, 6", 5c each; No. 160, 6", 10c each. Primrose, 6", 15c each; Primrose, 7", 15c each.

Garden Forks—No. 10, All Cast Iron, 15c each; No. 25, All Cast Iron, 20c each; No. 40, All Cast Iron, 25c each; G. Gem, 40c each.

All Steel Garden Trowels—No. 5B, Never Break, 15c each; No. 6G, 6" Socket, 25c each; No. 215, 6" Socket, 15c each; No. 211, 6" Socket, 50c each; No. 211, 7" Socket, 50c each; No. 217, Transplanting, 20c each; No. 1, 6", C. C. Solid Socket, 60c each; No. 2, 6" C. C. Solid Socket, 60c each; Trowel and Fork, 50c each.

Shovels and Spades—Long and D. Handle.

Carters, \$1.30 each; Arrow, 75c each; Puritan, \$1 each; CCP Auto Spade C. C., \$2 each; KSDA Auto Spade K. K., \$2 each.

Hoes—Riveted (Shank), 7 1/2", 40c each; Ladies (Shank), 5", 65c each; Shank Hoes, 7 1/2", 65c each; Socket, 7 1/2", 75c each; Warren, 7", \$1 each; Warren, 7 1/2", \$1.10 each; Warren, 8", \$1.15 each.

No. 1 Weeding Hoes, 1 prong, 45c each; No. 2 Weeding Hoes, 2 prong, 50c each; No. 3 Weeding Hoes, 4 prong, 80c each; No. 4 Weeding Hoes, 6 prong, 85c each.

German Hoes, Hdl., 4-0, 5 1/2", 70c each; 1-0, 6", 75c each; 2, 8", 90c each.

—Galvanized—

1/8"	3/8"	1/2"	3/4"	1"	1 1/4"	1 1/2"	2"
.08	.10	.12	.12	.20	.32	.40	.68
.07	.12	.15	.22	.26	.40	.48	.88
...	...	...	...	.89	.60	.72	1.32
.05	.07	.10	.17	.26	.48	.52	.80
.11	.06	.09	.13	.24	.26	.38	.46
...	...	.11	.16	.29	.46	.68	.84
.10	.08	.13	.15	.16	.24	.40	.54
...	.16	.16	.20	.29	.30	.52	.68
...	...	...	...	.45	.78	1.02	1.74
...	...	.14	.22	.28	.50	.80	1.12
.16	.09	.16	.25	.36	.56	.66	.88
...	...	...	...	.68	.80	.96	1.60
...	...	...	...	1.02	1.20	1.44	2.40
...	.08	.08	.09	.11	.13	.17	.26
...	.04	.04	.04	.06	.08	.10	.14
.06	.05	.06	.07	.12	.16	.26	.30
.05	.04	.04	.06	.12	.17	.23	.21
...	.05	.07	.08	.11	.12	.23	.50
...	.08	.08	.11	.16	.24	.28	.35
...	...	...	...	.42	.52	.87	...
.06	.06	.08	.10	.13	.18	.24	.31
...	...	.22	.28	.30	.56	.84	1.00
...	...	.28	.29	.32	.60	.92	1.12
...	...	.25	.32	.40	.66	1.00	1.74
...	...	.21	.44	.48	.80	1.10	1.72
.25	.25	.27	.30	.36	.45	.68	.81
.36	.36	.48	.60	.72	.96	1.44	1.92
.05	.05	.05	.05	.06	.09	.13	.16
.09	.09	.09	.09	.11	.15	.22	.27
.09	.09	.09	.10	.11	.15	.22	.27
.12	.12	.12	.12	.14	.18	.24	.30
.18	.18	.18	.14	.16	.21	.29	.35

—Black—

Inches	Size	Inches	1/8	3/8	1/2	3/4	1	1 1/4	1 1/2	2
	Elbows		.06	.05	.07	.08	.08	.12	.20	.24
Elbows, Red. to 1/2" & Larger			...	.09	.08	.10	.15	.16	.24	.28
Elbows, Red. to 1/2" & Smaller			...	...	...	...	...	.24	.86	.42
Elbows, 45 deg.			...	.04	.04	.07	.12	.17	.82	.86
Elbows, Street			.07	.04	.06	.09	.16	.16	.28	.28
Elbows, Side Outlet			...	...	.07	.11	.20	.31	.46	.58
Tees			.08	.06	.09	.10	.14	.24	.32	.54
Tees, Red. to 1/2" & Larger			...	.11	.11	.14	.30	.18	.31	.40
Tees, Red. to 1/2" & Smaller			...	...	...	...	...	.27	.46	.60
Tees, 4-Way			...	...	.10	.15	.19	.34	.56	.80
Crosses			.12	.06	.12	.17	.24	.38	.40	.48
Crosses, Red. to 1/2" & Larger			...	...	...	...	...	.46	.48	.56
Crosses Red. to 1/2" & Smaller			...	...	...	...	...	.69	.72	.84
Bushings			...	.04	.04	.04	.05	.06	.07	.09
Faced Bushings			...	...	...	.09	.11	.13	.17	.21
Plugs, C. I.			.02	.02	.02	.02	.03	.04	.05	.07
Caps			.04	.08	.04	.05	.08	.11	.16	.18
Lock-nuts			.08	.02	.08	.04	.08	.12	.16	.18
Waste-nuts			...	.08	.05	.06	.08	.08	.16	.34
Reducers, Red. to 1/2" & Larger			...	.06	.05	.08	.10	.16	.16	.21
Reducers, Red. to 1/2" & Smaller			...	...	...	...	...	.24	.82	.54
Couplings, Wrot			.05	.05	.06	.07	.10	.18	.17	.20
Return Bends, Clo.			...	...	.15	.18	.20	.38	.50	.62
Return Bends, Med.			...	...	.16	.20	.22	.42	.56	.68
Return Bends, Open			...	...	.17	.22	.27	.46	.60	1.06
Y-Bends			...	...	.14	.30	.32	.54	.74	1.10
Standard Unions			.17	.17	.18	.20	.25	.80	.42	.58
Railroad Unions			.24	.24	.32	.40	.48	.64	.96	1.28
Nipples, Wrot., Clo. or Short			.08	.08	.08	.04	.04	.06	.08	.09
Nipples, Wrot., 2 to 3 1/2" Long			.04	.04	.04	.05	.06	.09	.12	.14
Nipples, Wrot., 4" Long			.05	.05	.05	.06	.06	.09	.12	.14
Nipples, Wrot., 4 1/2" & 5" Long			.06	.06	.06	.07	.08	.10	.14	.17
Nipples, Wrot., 6" Long			.07	.07	.07	.08	.09	.12	.16	.20

RETAIL SELLING PRICE—Continued.

COMMON CARRIAGE—3-16 and ¼".

	Each	Doz.	100				
1-inch	.2c	20c	\$.80	18-inch	20c	1.85	11.00
2-inch	.3c	20c	.90	19-inch	22c	2.00	11.50
3-inch	.3c	20c	1.05	20-inch	25c	2.15	12.00
4-inch	.3c	25c	1.20	LAG SCREWS—3-16" and ¼".			
5-inch	.3c	30c	1.30	1-inch	.3c	30c	\$1.70
6-inch	.4c	30c	1.50	2-inch	.4c	35c	1.85
7-inch	.5c	40c	2.25	3-inch	.5c	40c	2.15
8-inch	.5c	45c	2.50	Three-eighths Inch—			

1-inch	.8c	25c	1.50	2-inch	.4c	35c	2.20
2-inch	.4c	30c	1.65	3-inch	.5c	45c	2.60
3-inch	.5c	35c	1.90	4-inch	.6c	50c	3.00
4-inch	.5c	35c	2.15	5-inch	.6c	50c	3.40
5-inch	.5c	40c	2.40	6-inch	.7c	55c	3.80
6-inch	.5c	45c	2.65	7-inch	.7c	65c	4.15
7-inch	.6c	55c	3.85	8-inch	.8c	70c	4.55
8-inch	.7c	65c	4.20	Five-sixteenths Inch—			
9-inch	.8c	75c	4.50	1-inch	.8c	.80	1.70
10-inch	.8c	80c	4.90	2-inch	.4c	.85	1.85
11-inch	.9c	90c	5.25	3-inch	.5c	.40	2.15
12-inch	10c	\$1.00	5.50	4-inch	.5c	.40	2.40
Five-sixteenths Inch—				5-inch	.6c	45c	2.75

1-inch	.2c	20c	1.15	6-inch	.6c	.50	3.00
2-inch	.2c	20c	1.20	7-inch	.7c	.55	3.60
3-inch	.3c	25c	1.40	8-inch	.8c	.65	4.15
4-inch	.3c	25c	1.60	9-inch	.8c	.70	4.70
5-inch	.3c	30c	1.80	10-inch	.9c	.75	5.25
6-inch	.4c	35c	2.00	11-inch	10c	.80	5.80
7-inch	.5c	40c	2.85	12-inch	10c	.85	6.80
8-inch	.5c	45c	3.10	1-inch	12c	.95	6.85
One-half Inch—				2-inch	12c	1.10	7.40

1-inch	.5c	50c	3.40	3-inch	14c	1.20	8.00
2-inch	.6c	55c	3.50	4-inch	15c	1.25	8.50
3-inch	.6c	60c	3.70	The following suggested Retail Prices on Bolts are based on			
4-inch	.7c	65c	4.80	the selling price and bears the following average profit:			
5-inch	.7c	70c	4.90	Com. Car Bolts ¾x6 and smaller, 45-55% sell 20%, average			
6-inch	.8c	75c	5.50	profit on 100 84¼%, doz. 55%; each 65%.			
8-inch	.8c	80c	6.00	Com. Car Bolts ¾x6 and larger cost 30%, sell add 5% to			
8-inch	.9c	90c	6.65	list, average profit on 100—35%; doz., 47%, each 57%.			
9-inch	10c	\$1.00	7.25	Machine Bolts ¾x4 and smaller, cost 50—55%, sell 25%,			
10-inch	11c	1.10	7.80	average profit by 100—36%, doz., 55%, each 65%.			
11-inch	12c	1.20	8.40	Machine Bolts ¾x4 and larger, cost 40, sell 10% average			
12-inch	14c	1.30	9.00	profit by 100—33 1-3% doz., 50%, each 62%.			
13-inch	15c	1.40	9.60	Stove Bolts, cost 70%, sell 40%, average profit on 100—			
14-inch	15c	1.50	10.20	50%, doz., 65%.			
15-inch	16c	1.60	10.75	GALVANIZED WIRE CLOTH—A Grade, 6c sq. ft.			
16-inch	17c	1.65	11.50	BLACK WIRE CLOTH—4c sq. ft.			
17-inch	18c	1.70	12.00	STOVE PIPE—			
18-inch	20c	1.80	12.75	Size	Common	Planished	
19-inch	20c	1.90	13.25	3"	.20c	85c joint	
20-inch	25c	2.00	14.00	4"	.20c	40c joint	

MACHINE SCREWS—3-16" and ¼".

	Each	Doz.	100				
1-inch	.2c	20c	\$1.30	5"	.25c	50c joint	
2-inch	.3c	25c	1.85	5½"	.30c		
3-inch	.3c	25c	1.50	6"	.30c	60c joint	
4-inch	.3c	30c	1.60	7"	.40c	80c joint	
5-inch	.4c	35c	2.10	6x5"	.30c	75c joint	
6-inch	.5c	40c	2.35	7x6"	.40c	85c joint	

Three-eighths Inch—				STOVE PIPE ELBOWS—			
1-inch	.3c	30c	1.80	Size	Com Corr.	Plan. Corr.	
2-inch	.4c	35c	1.95	3"	.20c	30c each	
3-inch	.4c	35c	2.15	4"	.25c	40c each	
4-inch	.5c	40c	2.40	4½"	.25c	45c each	
5-inch	.5c	50c	3.20	5"	.25c	50c each	
6-inch	.6c	55c	3.80	5½"	.30c	55c each	
7-inch	.6c	60c	3.75	6"	.30c	60c each	
8-inch	.7c	65c	4.10	7"	.45c	75c each	
9-inch	.8c	70c	4.40	TAPER ELBOWS—7x6, \$1.00 each.			
10-inch	.8c	75c	4.75	ADJUSTABLE ELBOWS—3", 20c each; 4", 25c each; 5",			
11-inch	.9c	80c	5.00	25c each; 6", 40c each; 7", 65c each.			
12-inch	10c	85c	5.25				

Five-sixteenths Inch—							
1-inch	.3c	25c	1.50				
2-inch	.3c	25c	1.60				
3-inch	.3c	30c	1.80				
4-inch	.4c	35c	2.00				
5-inch	.5c	40c	2.60				
6-inch	.5c	45c	2.90				

One-half Inch—							
1-inch	.5c	.50	3.85				
2-inch	.6c	.55	3.50				
3-inch	.6c	.60	4.00				
4-inch	.7c	.65	4.50				
5-inch	.8c	.75	4.90				
6-inch	.8c	.80	5.35				
7-inch	.9c	.90	5.85				
8-inch	10c	1.00	6.85				
9-inch	11c	1.10	6.75				
10-inch	12c	1.20	7.25				
11-inch	13c	1.25	7.75				
12-inch	14c	1.30	8.25				
13-inch	15c	1.35	8.65				
14-inch	15c	1.40	9.15				
15-inch	16c	1.50	9.60				
16-inch	17c	1.60	10.10				
17-inch	18c	1.75	10.60				

In today's strenuous business life, the man who half-finishes a job, finishes himself.

Two little boys were discussing which could remember the farthest back.

"How far back can you remember, Sammy?" said little Johnnie.

"Well," replied Sammy. "I can remember when Uncle Bill used to take me in his arms and say, 'My! ain't he a fine boy!'"

"Shucks," said Johnnie, "that ain't nothing! I remember when the doctor said, 'stand up, now, Johnnie, and let me put your eyes in.'"

WHERE TO BUY

Classified list of the products of progressive manufacturers—Goods that can be depended upon. Note carefully our advertising pages for particulars, or address our information department.

ABRASIVES

Carborundum Co., Niagara Falls, N. Y.

AGRICULTURAL DYNAMITE

Hercules Powder Co., Wilmington, Del.

AIR PUMPS

Brunner Mfg. Co., Utica, N. Y.
Curtis Pneum. Machinery Co., St. Louis, Missouri.

AIR TANKS

Brunner Mfg. Co., Utica, N. Y.

AIR VALVES

Beaton & Cadwell Mfg. Co., New Britain, Conn.

ALUMINUM GOODS

Aluminum Products Co., Oakland, Cal.
Buckeye Aluminum Co., Wooster, Ohio.

ALUMINUM POLISH

J. C. Paul & Co., Chicago, Ill.

AMMUNITION

Giant Powder Co., San Francisco, Cal.
Hercules Powder Co., Wilmington, Del.
Peters Cartridge Co., Cincinnati, O.; San Francisco, Cal.
Remington Arms U. M. C. Co., New York, N. Y.

ASBESTOS FURNACE CEMENT

Wm. Conners Paint Mfg. Co., Troy, New York.

AUGER BITS

James Swan Co., Seymour, Conn.
Progressive Mfg. Co., Torrington, Ct.

AUTO LENSES

Legalite Corporation, Boston, Mass.

AUTOMOBILE ACCESSORIES AND SUPPLIES

American Chain Co., Bridgeport, Conn.
Auto Pedal Pad Co., New York, N. Y.
Brunner Mfg. Co., Utica, N. Y.
Curtis Pneum. Machinery Co., St. Louis, Missouri
Diamond Rubber Tire Co., Akron, O., and San Francisco, Cal.
Ever Tight Piston Ring Co., St. Louis, Missouri.
B. F. Goodrich Rubber Co., Akron, Ohio, and San Francisco, Cal.
Honeyman Hardware Co., Portland, Or.
W. E. & W. H. Jackson Co., San Francisco, Cal.
Joseph Dixon Crucible Co., Jersey City, N. J.
Legalite Corp., Boston, Mass.
Lichtenberger, Ferguson Co., Los Angeles, Cal.
Motor Car Supply Co., Chicago, Ill.
Pacific Hdwe. & Steel Co., San Francisco, Cal.
L. O. Ryan & Son, Pacific Grove, Cal.
Schwabacher Hardware Co., Seattle.
Strevell-Paterson Hardware Co., Salt Lake City, Utah.
Salt Lake Hardware Co., Salt Lake City, Utah.
Simmons Hdwe. Co., St. Louis, Mo.
Thermoid Rubber Co., Trenton, N. J.
Union Hdwe. & Metal Co., Los Angeles, Cal.
Whitton Hardware Co., Seattle, Wash.
Wood Chain Tire Grip Co., New York.
Interstate Electric Novelty Co., New York and San Francisco.
Frank Mossberg Co., Attleboro, Mass.
Lane Bros. Co., Poughkeepsie, N. Y.
Stanley Works, New Britain, Conn.
Spring Leaf Lubricator Co., Ann Arbor, Mich.
Oakes & Dow, Boston, Mass.
O-S-E Mfg. Co., Detroit, Mich.
Rome-Turner Radiator Co., Rome, N. Y.

AUTOMOBILE JACKS

Lane Bros. Co., Poughkeepsie, N. Y.

AXES

Simmons Hdw. Co., St. Louis, Mo.

BABBITT METAL

Wheeling Corrugating Co., Wheeling, W. Va.

BAKING PANS

Wheeling Corrugating Co., Wheeling, W. Va.

BALL COCKS

Boston Brass Co., Waltham, Mass.

BARB WIRE

American Steel & Wire Co., Chicago, Ill., San Francisco and Los Angeles, Cal., Portland, Ore., and Seattle.
Pittsburgh Steel Co., Pittsburgh, Pa., and 315-319 Monadnock Bldg., San Francisco, Cal.
John A. Rosblings Sons Co., Portland, Oregon.
United States Steel Products Co., San Francisco, Cal., Los Angeles, Cal., Portland, Ore., Seattle, Wash.

BARN DOOR HANGERS

Hunt, Helm, Ferris & Co., Harvard, Illinois.
Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Wagner Mfg. Co., Cedar Falls, Iowa.

BARN DOOR LATCHES

Albany Hardware Specialty Mfg. Co., Albany, Wis.
P. & F. Corbin, New Britain, Conn.
Lane Bros. Co., Poughkeepsie, N. Y.
Stanley Works, New Britain, Conn.

BARN EQUIPMENT

Hunt, Helm, Ferris & Co., Harvard, Ill.
Lane Bros. Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Pittsburg, Pa.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Safety Door Hanger Co., Ashland, O.
Stanley Works, New Britain, Conn.
Wagner Mfg. Co., Cedar Falls, Iowa.

BATTERIES

Interstate Electric Novelty Co., New York and San Francisco.

BATTERIES, BLASTING

Hercules Powder Co., Wilmington, Del.

BELTING

Goodyear Rubber Co., San Francisco, Cal., and Portland, Ore.
Boston Woven Hose & Rubber Co., Cambridge, Mass.

BIRD CAGES AND SUNDRIES

O. Lindemann & Co., New York, N. Y.

BITS

Progressive Mfg. Co., Torrington, Ct.

BLACKSMITHS' SUPPLIES

Buffalo Forge Co., Buffalo, N. Y.

BLASTING POWDER

Giant Powder Co., San Francisco, Cal.
Hercules Powder Co., Wilmington, Del.

BLASTING SUPPLIES

Giant Powder Co., San Francisco, Cal.
Hercules Powder Co., Wilmington, Del.

BOILER GRAPHITE

Joseph Dixon Crucible Co., Jersey City, N. J.

BOILER HANDLES

Berger Bros. Co., Philadelphia, Pa.

BOLT CASES

American Bolt & Screw Case Co., Dayton, O.

BOLT CLIPPERS

H. K. Porter Co., Everett, Mass.

BOLTS—Door

Bommer Bros., Brooklyn, N. Y.
Chicago Spring Butt Co., Chicago, Ill.
P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.
The Stanley Works, New Britain, Ct.

BOLTS—Water Closet

Bommer Bros., Brooklyn, N. Y.

Chicago Spring Butt Co., Chicago, Ill.
Shelby Spring Hinge Co., Shelby, O.

BRACKETS—Shelf

Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Ct.

BRAKE LINING

Thermoid Rubber Co., Trenton, N. J.

BRAZERS

Clayton & Lambert Mfg. Co., Detroit, Michigan.
Turner Brass Works, Sycamore, Ill.

BRIDLE IRONS

Lane Bros. Co., Poughkeepsie, N. Y.

BROOM WIRE

American Steel & Wire Co., Chicago, Ill., San Francisco and Los Angeles, Cal., Portland, Ore., and Seattle, Washington.

BUILDERS' HARDWARE

Bommer Brothers, Brooklyn, N. Y.
Chicago Spring Butt Co., Chicago, Ill.
Corbin Cabinet Lock Co., New Britain, Conn.
P. & F. Corbin, New Britain, Conn.
Henry Disston & Sons, Philadelphia, Chicago, Ill., and New York, N. Y.
Honeyman Hardware Co., Portland, Or.
Pacific Hardware Mfg. Co., Los Angeles, Cal.
Russell & Erwin, New Britain, Conn., and San Francisco, Cal.
Shelby Spring Hinge Co., Shelby, O.
Simmons Hdw. Co., St. Louis, Mo.
Stanley Works, New Britain, Conn.
Salt Lake Hardware Co., Salt Lake City, Utah.
Simmons Hardware Co., St. Louis, Mo.
Schwabacher Hardware Co., Seattle.
Strevell-Paterson Hardware Co., Salt Lake City, Utah.
Taylor & Boggis Foundry Co., Cleveland, O.

BUTTS

P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.

BUTTS—Door

The Chicago Spring Butt Co., Chicago, Illinois.

Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.

BUTTS—Surface

Shelby Spring Hinge Co., Shelby, O.
The Stanley Works, New Britain, Ct.

CANS AND SPECIALTIES

Stuber & Kuck, Peoria, Ill.

CAN OPENER

American Utensil Co., Baltimore, Md.

CAPS, BLASTING

Giant Powder Co., San Francisco, Cal.
Hercules Powder Co., Wilmington, Del.

CARBORUNDUM

Carborundum Co., Niagara Falls, N. Y.

CASH REGISTERS

National Cash Register Co., Dayton, Ohio.

CASTERS

Faustless Caster Co., Evansville, Ind.
Universal Caster & Foundry Co., Newark, N. J.

CATCHES—Transom

P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.

CEILING PLATES

Beaton & Corbin Mfg. Co., Southington, Conn.

CELLAR WINDOW SETS

Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.

WHERE TO BUY

Classified list of the products of progressive manufacturers—Goods that can be depended upon. Note carefully our advertising pages for particulars, or address our information department.

- CHAINS**
American Chain Co., Bridgeport, Conn.
Parker Wire Goods Co., Worcester, Mass.
- CHAINS—Transom**
Shelby Spring Hinge Co., Shelby, O.
- CHAIR TIPS**
Elastic Tip Co., Boston, Mass.
Henry Peabody & Co., New York, N.Y.
- CHECKS AND SPRINGS—Door**
Shelby Spring Hinge Co., Shelby, O.
- CHEMICAL ENGINES**
O. J. Childs Co., Utica, N. Y.
- CHERRY SEEDERS**
Enterprise Mfg. Co., Philadelphia, Pa.
- CLIPPERS**
H. K. Porter, Everett, Mass.
- CLOCKS**
New Haven Clock Co., New Haven, Conn.
- COAT AND HAT HOOKS**
Atlas Mfg. Co., New Haven, Conn.
Parker Wire Goods Co., Worcester, Mass.
Shelby Spring Hinge Co., Shelby, O.
- CONCRETE MIXERS**
Lansing Wheelbarrow Co., San Francisco, Cal.
- COPPER GASKETS**
Beaton & Cadwell Mfg. Co., New Britain, Conn.
- CORDAGE**
Columbian Rope Co., Auburn, N. Y.
Portland Cordage Co., Portland, Ore.
Samson Cordage Works, Boston, Mass.
- CRAYONS**
Joseph Dixon Crucible Co., Jersey City, N. J.
- CURRY COMBS**
New York Stamping Co., Brooklyn.
- CUTLERY**
Honeyman Hardware Co., Portland, Or.
International Silver Co., Meriden, Ct.
The Jacobs Bros. Co., Inc., New York, N. Y.
Ontario Knife Co., Franklinville, N. Y.
Simmons Hardware, St. Louis, Mo.
Salt Lake Hardware Co., Salt Lake City, Utah.
Schwabacher Hardware Co., Seattle.
Strevel-Paterson Hardware Co., Salt Lake City, Utah.
- DIES**
Wells Bros. Co., Greenfield, Mass.
- DOOR HANGERS**
Hunt, Helm, Ferris & Co., Harvard, Ill.
Lane Bros., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Safety Door Hanger Co., Ashland, O.
Wagner Mfg. Co., Cedar Falls, Iowa.
- DOOR HOLDERS**
Bommer Brothers, Brooklyn, N. Y.
P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.
Superior Spring Hinge Co., Chicago and Los Angeles.
- DOOR LATCHES**
Lane Bros. Co., Poughkeepsie, N. Y.
The Stanley Works, New Britain, Ct.
- DOOR MATS**
Parker Wire Goods Co., Worcester, Mass.
- DOOR PULLS**
Bommer Brothers, Brooklyn, N. Y.
- DOOR SPRINGS**
Chicago Spring Butt Co., Chicago, Ill.
- DRINKING FOUNTAINS**
M. L. Kline, Portland, Ore.
- DRILLS**
Buffalo Forge Co., Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., New York, N. Y.
North Bros. Mfg. Co., Philadelphia, Pa.
- DUMBWAITERS**
Sedgwick Machine Works, New York.
- DYNAMITE**
DuPont Powder Co., Wilmington, Del.
Giant Powder Co., San Francisco, Cal.
Hercules Powder Co., Wilmington, Del.
- ELECTRIC BLASTING CAPS**
Hercules Powder Co., Wilmington, Del.
- ELECTRIC BLASTING CAPS**
Hercules Powder Co., Wilmington, Del.
- ELEVATORS**
Sedgwick Machine Works, New York.
- ENAMELED WARE**
Honeyman Hardware Co., Portland, Or.
Central Stamping Co., New York, N. Y.
New York Stamping Co., Brooklyn, N. Y.
Lalanco & Grosjean Mfg. Co., New York, Chicago and San Francisco.
Salt Lake Hardware Co., Salt Lake City, Utah.
Schwabacher Hardware Co., Seattle.
Simmons Hardware Co., St. Louis, Mo.
Strevel-Paterson Hardware Co., Salt Lake City, Utah.
- ENGINES**
Lansing Wheelbarrow Co., San Francisco, Cal.
- ESCUTCHEONS**
P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.
- EXPLOSIVES**
Hercules Powder Co., Wilmington, Del.
- FASTENERS—Casement Window**
Shelby Spring Hinge Co., Shelby, O.
- FAUCETS**
Thos. Savill's Sons, Philadelphia, Pa.
- FAUCETS—Auto Measuring**
Lane Bros. Co., Poughkeepsie, N. Y.
- FENCE**
United States Steel Products Co., San Francisco, Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.
- FILES**
Delta File Works, Philadelphia, Pa.
Henry Dieston & Sons, Philadelphia, Pa.
McCaffrey File Co., Philadelphia, Pa.
Nicholson File Co., Providence, R. I.
Simonds Mfg. Co., Fitchburg, Mass.
- FIRE APPARATUS**
O. J. Childs Co., Utica, N. Y.
- FIREARMS**
Colt's Patent Firearms Co., Hartford, Conn.
Remington Arms U. M. C. Co., New York, N. Y.
- FIRE POTS**
Clayton & Lambert Mfg. Co., Detroit, Michigan.
- FIREWORKS POWDER**
Hercules Powder Co., Wilmington, Del.
- FISHING RODS**
Richardson Roll-Bearing Skate Co.
Ware Bros. Co., Spokane, Wash.
- FITTINGS**
Central Foundry Co., New York.
M. L. Kline, Portland, Ore.
Stanley G. Flagg & Co., Philadelphia, Penn.
- FLASH LIGHTS**
Interstate Electric Novelty Co., New York and San Francisco.
- FLOOR AND CEILING PLATES**
Beaton & Cadwell Mfg. Co., New Britain, Conn.
- FLOOR PLATES**
Beaton & Corbin Mfg. Co., Southington, Conn.
- FLOOR SLEEVES**
Beaton & Cadwell Mfg. Co., New Britain, Conn.
- FLOUR SIFTERS**
Fred J. Meyers Mfg. Co., Hamilton, O.
- FLY SWATTERS**
A. W. Drake Mfg. Co., Hasleton, Pa.
- FOOD CHOPPERS**
Enterprise Mfg. Co. of Pa., Philadelphia.
- FORGES**
The Jacobs Bros. Co., Inc., New York.
- FRUIT JAR RINGS**
Boston Woven Hose & Rubber Co., Cambridge, Mass.
- FRY PANS**
Central Stamping Co., New York, N. Y.
New York Stamping Co., Brooklyn.
- FURNACES—Gasoline and Kerosene**
Otto Berns, Newark, N. J.
- FURNITURE POLISH**
O-So-Easy Products Co., Detroit, Mich.
J. O. Paul & Co., Chicago, Ill.
- FURNITURE SLIDES**
Universal Caster & Foundry Co., Newark, N. J.
- FUSE, SAFETY**
Hercules Powder Co., Wilmington, Del.
- GALVANIZED GOODS**
Wheeling Corrugating Co., Wheeling, W. Va.
- GALVANIZED WARE**
Central Stamping Co., New York, N. Y.
Wheeling Corrugating Co., Wheeling, W. Va.
- GARAGE DOOR HANGERS**
Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.
- GARAGE EQUIPMENT**
Curtis Pneum. Machinery Co., St. Louis, Missouri.
Brunner Mfg. Co., Utica, N. Y.
Hunt, Helm, Ferris Co., Harvard, Ill.
The Stanley Works, New Britain, Ct.
- GARDEN HOSE**
Goodyear Rubber Co., San Francisco and Portland, Ore.
Thermoid Rubber Co., Trenton, N. J., & San Francisco.
Boston Woven Hose & Rubber Co., Cambridge, Mass.
- GARDEN TOOLS**
Gilson Mfg. Co., Port Washington, Wisconsin.
O. S. Norcross & Sons, Bushnell, Ill.
- GAS HEATERS**
Hess Snyder Co., Massillon, Ohio.
Minier Gas Heater Co., South Pasadena, Cal.
- GAS RANGES**
James Graham Mfg. Co., San Francisco.
- GASOLINE TORCHES**
Clayton & Lambert Mfg. Co., Detroit, Michigan.
Otto Berns, Newark, N. J.
- GAS STOVES**
Geo. M. Clark & Co., Chicago, Ill.
New Process Stove Co., Cleveland, O.
- GRAPHITE**
Joseph Dixon Crucible Co., Jersey City, N. J., San Francisco, Cal.

WHERE TO BUY

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GRAPHITE PAINT

Joseph Dixon Crucible Co., Jersey City, New Jersey.

GRASS CATCHERS

Excelsior Bag & Mfg. Co., Troy, N. Y.
Philadelphia Lawn Mower Co., Philadelphia, Pa.
Specialty Mfg. Co., St. Anthony Park, Minnesota.

GRINDERS

The Carborundum Co., Niagara Falls, New York.

HACK SAW FRAMES

Millers Falls Co., New York, N. Y.

HACK SAWS

Millers Falls Co., New York, N. Y.

HAND FIRE EXTINGUISHERS

O. J. Childs Co., Utica, N. Y.

HAND CARTS

Lansing Wheelbarrow Co., San Francisco, Cal.

HANGING SCALES

Pelouse Mfg. Co., Chicago, Illinois.
Triner Scale Co., Chicago, Ill.

HARDWARE JOBBERS

Baker & Hamilton, San Francisco, Cal.
Dunham, Carrigan & Hayden, San Francisco, Cal.
A. M. Holter Hardware Co., Helena, Montana.

Honeyman Hardware Co., Portland, Or.
Jensen, King, Byrd Co., Spokane, Wa.
Pacific Hardware & Steel Co., San Francisco, Cal.

Salt Lake Hardware Co., Salt Lake City, Utah.
Schwabacher Hdwe. Co., Seattle, Wash.

Simmons Hardware Co., St. Louis, Mo.
Strevell-Paterson Hdwe. Co., Salt Lake City, Utah.

Union Hardware & Metal Co., Los Angeles, Cal.

Thomson-Diggs Co., Sacramento, Cal.
Whitton Hardware Co., Seattle, Wash.

HARDWARE SPECIALTIES

Bridgeport Hardware Mfg. Co., Bridgeport, Conn.

Buckeye Aluminum Co., Doylestown, O.
Crescent Tool Co., Jamestown, N. Y.

Delta File Works, Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Excelsior Bag & Mfg. Co., Troy, N. Y.

Granucci Hardware Co., San Francisco, Cal., and St. Louis.
Fred J. Meyers Mfg. Co., Hamilton, O.

Lane Bros. Co., Poughkeepsie, N. Y.
Lufkin Rule Co., Saginaw, Mich.

New York Stamping Co., Brooklyn, N. Y.
Parker Wire Goods Co., Worcester, Massachusetts.

Richards-Wilcox Mfg. Co., Aurora, Ill.
Salt Lake Hardware Co., Salt Lake City, Utah.

Shelby Spring Hinge Co., Shelby, O.
Simmons Hdw. Co., St. Louis, Mo.

Stanley Works, New Britain, Conn.
Strevell-Paterson Hdwe. Co., Salt Lake City, O.

Taylor & Boggis Foundry Co., Cleveland, O.
Thomson-Diggs Co., Sacramento, Cal.

McKinney Mfg. Co., Pittsburgh, Pa.
HARNESSE HARDWARE

Covert Mfg. Co., Troy, N. Y.
HARDWARE SUPPLIES

L. O. Ryan & Sons, Pacific Grove, Cal.
HATCHETS

Simmons Hdw. Co., St. Louis, Mo.
HEATERS

Minier Gas Heater Co., South Pasadena, Cal.

HEADLIGHTS

Legalite Corp., Boston, Mass.

HINGES

Bommer Brothers, Brooklyn, N. Y.
P. & F. Corbin, New Britain, Conn.
Lawson Mfg. Co., Chicago, Ill.
P. & F. Corbin, New Britain, Conn.
The Chicago Spring Butt Co., Chicago.
Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.
Superior Spring Hinge Co., Chicago and Los Angeles.

HINGE PLATES

Shelby Spring Hinge Co., Shelby, O.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Ct.

HINGES—Ball Bearing

Shelby Spring Hinge Co., Shelby, O.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Ct.

HINGES—Floor

Bommer Bros., Brooklyn, N. Y.
Chicago Spring Butt Co., Chicago.
Shelby Spring Hinge Co., Shelby, O.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Ct.

HINGES—Ornamental

Shelby Spring Hinge Co., Shelby, O.

HINGES—Spring

Chicago Spring Butt Co., Chicago.
Bommer Bros., Brooklyn, N. Y.

HINGES—Window and Screen

Chicago Spring Butt Co., Chicago.

HOLDERS—Door

Bommer Bros., Brooklyn, N. Y.
P. & F. Corbin, New Britain, Conn.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Shelby Spring Hinge Co., Shelby, O.
The Stanley Works, New Britain, Ct.

HOOK AND EXPANSION PLATES

Beaton & Cadwell Mfg. Co., New Britain, Conn.

HOOKS—Coat and Hat

Bommer Bros., Brooklyn, N. Y.
P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.

HORSE SHOES

Phoenix Horse Shoe Co., Chicago, Ill.
United States Steel Products Co., San Francisco, Los Angeles, Portland and Seattle.

HOSE

Boston Woven Hose & Rubber Co., Cambridge, Mass.
Goodyear Rubber Co., San Francisco.
Thermoid Rubber Co., San Francisco & Trenton, N. J.

HOSE COUPLING

Boston Woven Hose & Rubber Co., Cambridge, Mass.
Stuber & Kuck, Peoria, Ill.

HOSE MENDERS

Boston Woven Hose & Rubber Co., Cambridge, Mass.
Stuber & Kuck, Peoria, Ill.

HOSE REELS

Specialty Mfg. Co., St. Anthony Park, Minnesota.

HOUSEHOLD GOODS

Aluminum Products Co., Oakland, Cal.
American Utensil Co., Baltimore, Md.
Baker & Hamilton, San Francisco, Cal.
Central Stamping Co., New York, N. Y.
Dunham, Carrigan & Hayden, San Francisco, Cal.
Jensen, King, Byrd Co., Spokane, Wa.

Lalanc & Grosjean Mfg. Co., New York, Chicago and San Francisco.
Landers, Frary & Clark, New Britain, Connecticut.

Fred J. Meyers Mfg. Co., Hamilton, O.
New York Stamping Co., Brooklyn, New York.

Ontario Knife Co., Franklinville, N. Y.
Pacific Hardware & Steel Co., San Francisco, Cal.

Schwabacher Hardware Co., Seattle.
Strevell-Paterson Hardware Co., Salt Lake City, Utah.

Whitton Hardware Co., Seattle, Wash.
Wheeling Corrugating Co., Wheeling, W. Va.

ICE CREAM FREEZERS

North Bros. Mfg. Co., Philadelphia.

ICE SCALES

Pelouse Mfg. Co., Chicago, Ill.
Triner Scale Co., Chicago, Ill.

INCUBATORS

Queen Incubator Co., Lincoln, Neb.

INTERIOR METAL DECORATIONS

Wheeling Corrugating Co., Wheeling, W. Va.

IRON AND STEEL

Pacific Hardware & Steel Co., San Francisco, Cal.

Salt Lake Hardware Co., Salt Lake City, Utah.
Strevell-Paterson Hardware Co., Salt Lake City, Utah.

Schwabacher Hardware Co., Seattle.
Thomson-Diggs Co., Sacramento, Cal.

United States Steel Products Co., San Francisco, Los Angeles, Portland and Seattle.

Wheeling Corrugating Co., Wheeling, W. Va.

Whitton Hardware Co., Seattle, Wash.

IRON AND STEEL SHEETS

Brier Hill Steel Co., Youngstown, O., and 815-819 Monadnock Bldg., San Francisco, Cal.

JACKS—Carriage, Truck

Lane Bros. Co., Poughkeepsie, N. Y.

JOIST HANGERS

Lane Bros. Co., Poughkeepsie, N. Y.

KICK PLATES

Bommer Bros., Brooklyn, N. Y.
Shelby Spring Hinge Co., Shelby, O.

KNIVES

Ontario Knife Co., Franklinville, N. Y.

KNOBS—Door

P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.

LANTERNS

R. E. Dietz Co., N. Y.
Simmons Hdw. Co., St. Louis, Mo.

LANTERN HOLDERS

Beaton & Cadwell Mfg. Co., New Britain, Conn.

LAVATORY SPRING HINGES

Chicago Spring Butt Co., Chicago.

LAWN MOWERS

Coldwell Lawn Mower Co., Newburgh, New York.

Philadelphia Lawn Mower Co., Philadelphia, Pa.

Pennsylvania Lawn Mower Co., Philadelphia, Pa.

Simmons Hdw. Co., St. Louis, Mo.

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LAWN SPRINKLERS

Enterprise Mfg. Co. of Pa., Philadelphia.
Stuber & Kuck, Peoria, Ill.
Thompson Mfg. Co., Los Angeles, Cal.

LAWN SWEEPERS

Coldwell Lawn Mower Co., Newburgh, New York.
Pennsylvania Lawn Mower Co., Philadelphia, Pa.
Philadelphia Lawn Mower Co., Philadelphia, Pa.

LAWN TRIMMERS

Coldwell Lawn Mower Co., Newburgh, New York.
Pennsylvania Lawn Mower Co., Philadelphia, Pa.
Philadelphia Lawn Mower Co., Philadelphia, Pa.

LEVELS

Bridgeport Hardware Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Philadelphia.
Stanley Rule & Level Co., New Britain, Conn.

LOCKS

P. & F. Corbin, New Britain, Conn.
Taylor & Boggis, Cleveland, O.
Shelby Spring Hinge Co., Shelby, O.

LUBRICANTS

Joseph Dixon Crucible Co., Jersey City, N. J., and San Francisco.

LUMBER CRAYONS

Joseph Dixon Crucible Co., Jersey City, N. J., and San Francisco.

MALLEABLE FITTINGS

Stanley, G. Flagg & Co., Philadelphia, Penn.

MANUFACTURERS' AGENTS

Bailey & Drake Co., San Francisco.
George E. Dalton, Los Angeles, Cal.
W. D. Caldwell, San Francisco.
E. C. Coffin & Co., Salt Lake, Utah.
Horace Allen, San Francisco.
S. V. Armstrong, San Francisco.
Phil Bekeart Co., San Francisco.
W. F. Boardman & Co., San Francisco, Cal.
A. L. Conger Co., San Francisco.
Omer Cox, San Francisco.
Geo. F. Eberhard Co., San Francisco.
Ewing-Lewis Co., San Francisco and Los Angeles, Cal.
Edward Knoble & Son, Tacoma, Wash.
French & Linforth, San Francisco.
A. L. Gage Co., San Francisco.
C. W. Gause Co., San Francisco.
W. H. Gilbert, San Francisco and Los Angeles.
R. B. Hanna, Los Angeles.
Haven & Haven, San Francisco, Cal.
D. L. Herman, Seattle.
H. A. Heppner & Co., Portland.
Wm. P. Horn Co., San Francisco.
M. Howard, San Francisco.
Hughson & Merton, San Francisco.
O. N. & F. W. Jonas, 708 Equitable Savings Bank Bldg., Los Angeles.
O. N. & F. W. Jonas, San Francisco.
E. A. Keithley, San Francisco.
A. J. Lehre, San Francisco.
P. C. & A. E. Lowrey, San Francisco.
O. A. Maydwell & Co., San Francisco.
Morgan & Allen, San Francisco.
J. T. McDewitt, San Francisco.
T. D. McLean Co., Seattle.
Osgood & Howell, San Francisco.

Sanford Plummer, San Francisco.

A. Rannie, San Francisco.
O. S. Rhea, Berkeley, Cal.
Jno. T. Rowntree, San Francisco, Portland, Ore., Los Angeles and Denver, Colo.
Rowntree & Wishon, San Francisco.
A. C. Rulofson, San Francisco and Los Angeles.
O. P. Rust & Co., San Francisco.
O. H. Smith & Bro., Los Angeles.
T. H. Speddy, San Francisco.
C. H. Stanyan, San Francisco.
Eugene C. Saul, San Francisco.
J. A. Tuthill, Los Angeles, Cal.
Westbrook & Cox, Los Angeles.
Thomas A. Williams, Salt Lake.
S. G. Wilson, Los Angeles.
Fred P. Winchester, San Francisco.
John J. Wirtner, San Francisco.
Wright & Lacey, San Francisco.

MECHANICS' TOOLS

The Keystone Mfg. Co., Buffalo, N. Y.
Millers Falls Co., New York, N. Y.
The James Swan Co., Seymour, Conn.

METAL CEILINGS

Wheeling Corrugating Co., Wheeling, W. Va.

METAL LATH

Wheeling Corrugating Co., Wheeling, W. Va.

METAL POLISH

O-So-Ezy Products Co., Detroit, Mich.
J. C. Paul & Co., Chicago, Ill.

METAL SHINGLES

Wheeling Corrugating Co., Wheeling, W. Va.

MILK CANS

Sturgis & Burn, Chicago, Ill.

MILLS—Coffee, Spice, Corn

Lane Bros. Co., Poughkeepsie, N. Y.

MITRE BOXES

Millers Falls Co., New York, N. Y.

MOTOR CARS

Bush Motor Co., Chicago, Ill.

NAIL CLIPS

H. C. Cook Co., Ansonia, Conn.

NAIL SETS

James Swan Co., Seymour, Conn.

NAILS, STAPLES, SPIKES

American Steel & Wire Co., Chicago, Ill., San Francisco and Los Angeles, Cal., Portland, Ore., and Seattle, Washington.

OIL POLISH

O-So-Ezy Mfg. Co., Detroit, Mich.
J. C. Paul & Co., Chicago, Ill.

OIL STONES

The Carborundum Co., Niagara Falls, New York.

OIL STOVES

Geo. M. Clark & Co., Chicago, Ill.
Ringen Stove Co., St. Louis, Mo.
New Process Stove Co., Cleveland, O.

PAINTS

Wm. Connors Paint Mfg. Co., Troy, New York.
Joseph Dixon Crucible Co., Jersey City, N. J.
Stimmons Hardware Co., St. Louis, Mo.
Salt Lake Hardware Co., Salt Lake City, Utah.
Strevell-Paterson Hardware Co., Salt Lake City, Utah.

PAINT BRUSHES

Rubberset Company, Newark, N. J.

PEDAL PADS

Auto Pedal Pad Co., New York, N. Y.

PICTURE HOOKS AND WIRE

Parker Wire Goods Co., Worcester, Mass.

PIPE

Central Foundry Co., New York.

PIPE HANGERS

Beaton & Cadwell Mfg. Co., New Britain, Conn.

PIPE HOOKS

Berger Bros. Co., Philadelphia, Pa.

PIPE BENDERS

H. P. Martin & Sons, Owensboro, Ky.

PIPE ROLLS

Beaton & Cadwell Mfg. Co., New Britain, Conn.

PIPE WRENCHES

Cochran Pipe Wrench Co., Chicago, Ill.
Trimont Mfg. Co., Roxbury, Mass.

PISTON RINGS

Ever Tight Piston Ring Co., St. Louis, Missouri.

PIVOTS—Ball Bearing

Bommer Bros., Brooklyn, N. Y.

PLANES

Stanley Rule & Level Co., New Britain, Conn.

PLATES—Kick

Bommer Bros., Brooklyn, N. Y.

PLATES—Push

Bommer Bros., Brooklyn, N. Y.

PLUMBING SPECIALTIES

Buffum Tool Co., Louisiana, Mo.
Armstrong Mfg. Co., Bridgeport, Ct.
Otto Berns, Newark, N. J.
Boston Brass Co., Waltham, Mass.
Clayton & Lambert Mfg. Co., Detroit, Michigan.
Crescent Tool Co., Jamestown, N. Y.
Detroit Brass Works, Detroit, Mich.
Hays Mfg. Co., Erie, Penn.
H. P. Martin & Sons, Owensboro, Ky.
Nye Tool & Machine Works, Chicago, Illinois.
Thos. Savill's Sons, Philadelphia, Pa.
Trimont Mfg. Co., Roxbury, Mass.
Turner Brass Works, Sycamore, Ill.
Excelsior Bag & Mfg. Co., Troy, N. Y.
M. L. Kline, Portland, Ore.

PLUMBING TOOLS

Boston Brass Co., Waltham, Mass.
Keystone Mfg. Co., Buffalo, N. Y.
Nye Tool & Machine Works, Chicago, Illinois.
Trimont Mfg. Co., Roxbury, Mass.

PLUMBERS' TOOL ROLL

Excelsior Bag & Mfg. Co., Troy, N. Y.

POLISH

J. C. Paul & Co., Chicago, Ill.

POWDER, SMOKELESS

Hercules Powder Co., Wilmington, Del.

POWDER, SPORTING

Hercules Powder Co., Wilmington, Del.

PRUNING HOOKS

Henry Disston & Sons, Philadelphia, Penn.

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- PRUNING SAWS**
Henry Disston & Sons, Philadelphia, Penn.
- PULLEYS—Awning**
P. & F. Corbin, New Britain, Conn.
- PUMP VALVES AND PLUNGERS**
Burger Bros. Co., Philadelphia, Pa.
- PUMPS**
Lansing Wheelbarrow Co., San Francisco, Cal.
Pacific Hardware & Steel Co., San Francisco, Cal.
- PUSH PLATES**
Bommer Bros., Brooklyn, N. Y.
P. & F. Corbin, New Britain, Conn.
- RADIATORS**
Rome-Turney Radiator Co., Rome, N.Y.
- RADIATOR VALVES—Key and Wood**
Beaton & Cadwell Mfg. Co., New Britain, Conn.
- RAILWAY CAR MOVERS**
G. D. Rowell & Son, Appleton, Wis.
- RANGES**
Jas. Graham Mfg. Co., San Francisco, California.
Ringten Stove Co., St. Louis, Mo., San Francisco, Cal.
- RAT TRAPS**
Abingdon Trap Co., Abingdon, Ill.
- RAZORS**
Baker & Hamilton, San Francisco, Cal.
Simmons Hdw. Co., St. Louis, Mo.
- RAZOR HONES**
The Carborundum Co., Niagara Falls, New York.
- RAZOR STROPS**
The Carborundum Co., Niagara Falls, New York.
- REFRIGERATORS**
Baldwin Refrigerator Co., Burlington, Vermont.
Maine Mfg. Co., Nashua, N. H.
Simmons Hdw. Co., St. Louis, Mo.
- RIVETS**
Edwin B. Stimpson Co., Brooklyn, N.Y.
- RIVETING MACHINES**
F. H. Smith Mfg. Co., Chicago.
Wheeling Corrugating Co., Wheeling, W. Va.
- ROASTERS**
Central Stamping Co., Brooklyn, N. Y.
- ROOFING**
Pioneer Paper Co., Los Angeles and San Francisco, Cal.
- ROOFING CEMENT**
Wm. Conners Paint Mfg. Co., Troy, New York.
- ROPE**
Columbian Rope Co., Auburn, N. Y.
Portland Cordage Co., Portland and Seattle.
- RUBBER HOSE**
Boston Woven Hose & Rubber Co., Cambridge, Mass.
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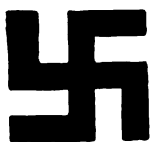
Eagle Woodenware Mfg. Co., Hamilton, Ohio.
White Mop Wringer Co., Fultonville, New York.

WROUGHT STEEL WASHERS

Stanley Works, New Britain, Conn.
Wrought Washer Mfg. Co., Milwaukee, Wisconsin.

INDEX TO ADVERTISERS

A		F	
Abingdon Trap Co.	28	Faultless Caster Co.	16
Aggeler & Musser Seed Co.	96	Fletcher, Terry Co.	39
Aluminum Products Co.	64	Stanley G. Flagg & Co.	27
American Utensil Co.	40		
American Bolt & Screw Case Co.	29	G	
American Chain Co.	105	Giant Powder Co.	9
American Steel & Wire Co.	14	Gilson Mfg. Co.	96
Armstrong Mfg. Co.	137	Goodell-Pratt Co.	22
Atlas Mfg. Co., The	32	B. F. Goodrich Rubber Co.	101
Automatic Lawn Sprinkler Co.	47	Goodyear Rubber Co.	21
Auto Petal Pad Co.	117	Graham Mfg. Co., Jas.	45
		Granucci Hardware Co.	55
B		Greenfield Tap & Die Co.	133
Baker & Hamilton	62		
Baldwin Refrigerator Co.	49	H	
Beaton & Cadwell Mfg. Co.	141	Hays Mfg. Co.	131
Beaton & Corbin Mfg. Co.	139	Hess-Snyder Mfg. Co.	51
Berger Bros. Co.	24	Hercules Powder Co.	8
Bernz, Otto	125	A. M. Holter Hdw. Co.	56
Bommer Bros.	30	The Home Craft Shops	35
Boston Brass Co.	135	Honeyman Hardware Co.	56
Boston Woven Hose & Rubber		Hunt, Helm, Ferris & Co.	12
Co.	Cover	Hyfield Mfg. Co.	51
J. Bouska	118		
Bridgeport Hdw. Mfg. Co.	29	I	
Brier Hill Steel Co.	97	International Silver Co.	66
Brunner Mfg. Co.	111	Interstate Electric Novelty Co.	41
Buckeye Aluminum Co.	52		
Buffalo Forge Co.	21	J	
Buffalo Sled Co.	31	W. E. & W. H. Jackson Co.	117
Buffum Tool Co.	Cover	Jacob Bros. Co., The, Inc.	40
Bush Motor Co.	115	Jensen-King-Byrd Co.	57
		Johnson Electric Washer Co.	45
C			
Cadillac Motor Co.	107	K	
Carborundum Co.	25	Keystone Mfg. Co.	125
Central Foundry Co.	15	M. L. Kline	125
Central Stamping Co.	65		
O. J. Childs Co.	33	L	
C. F. Church Mfg. Co.	127	Lalance & Grosjean Mfg. Co.	53
George M. Clark & Co.	51	Landers, Frary & Clark	61
Clayton & Lambert	129-139	Lane Bros. Co.	109
Cochran Pipe Wrench Mfg. Co.	29	Lansing-Company	20
Coldwell Lawn Mower Co.	96	Lawson Mfg. Co.	28
Coleman Lamp Co.	41	Lebanon Machine Co.	15
Colt's Patent Firearms Co.	38	Lichtenberger-Ferguson Co.	114
Columbian Rope Co.	26	Lindemann, O. & Co.	36
Connors, Wm., Paint Co.	30	E. E. Lucas	42
H. C. Cook Co.	96	Lufkin Rule Co.	33
Corbin Screw Corporation	23		
P. & F. Corbin	7	M	
Crescent Tool Co.	127	Maine Mfg. Co.	53
Curtis Pneu. Machinery Co.	115	H. P. Martin & Sons	129
		McCaffrey File Co.	27
D		McKinney Mfg. Co.	25
Delta File Works	103	Meriden Britannia Co.	66
Detroit Brass Works	125	Meyers Mfg. Co., Fred J.	40
Diamond Tire Co.	101	Millers Falls Co.	23
Dietz Co., R. E.	48	Minier Gas Heater Co.	41
Henry Disston & Sons	16	Motor Car Supply Co.	112
Joseph Dixon Crucible Co.	104	Frank Mossberg Co.	115
Domes of Silence Co.	53		
Dunham, Carrigan & Hayden Co.	98	N	
A. W. Drake Mfg. Co.	35	National Cash Register Co.	3
Du Pont Powder Co.	37	New Haven Clock Co.	34
Dyke's Automobile Encyclopedia.	46	New Process Stove Co.	50
		New York Stamping Co.	63
E		Nicholson File Co.	11
Eagle Woodenware Mfg. Co.	58	C. S. Norcross & Sons	33
Elastic Tip Co.	59	North Bros. Mfg. Co.	34
Enterprise Mfg. Co.	35	Nye Tool & Machine Works	140
		O	
		Oakes & Dow Mfg. Co.	109
		Ohio Varnish Co.	96
		Ontario Knife Co.	44
		Onward Mfg. Co.	39
		Optimus Mfg. Co.	141
		O-So-Ezy Mfg. Co.	113
		P	
		Pacific Hardware Mfg. Co.	41
		Pacific Hdw. & Steel Co.	66
		Pacific Mercantile Agency	40
		Pacific Sanitary Mfg. Co.	129
		Packham Crimper Co.	33
		Palmyra Mfg. Co.	109
		Parker Wire Goods Co.	29
		J. C. Paul & Co.	111
		Henry W. Peabody Co.	53-137
		Peck, Stow & Wilcox Co.	19
		Pelouze Mfg. Co.	37
		Pennsylvania Lawn Mower Co.	18
		Peters Cartridge Co.	39
		Philadelphia Lawn Mower Co.	13
		Phoenix Horse Shoe Co.	6
		Pioneer Paper Co.	97
		Pittsburg Steel Co.	93
		Porter, H. K.	24
		Portland Cordage Co.	20
		Progressive Mfg. Co.	28
		Q	
		Queen Incubator Co.	47
		R	
		Remington Arms UMC Co.	10
		H. C. Rich Auto Accessories	112
		Richardson Ball Bearing Skate Co.	39
		Richards Wilcox Mfg. Co.	27
		Ringens Stove Co.	44
		Roebbing, John A. Sons Co.	57
		Rome-Turney Radiator Co.	109
		G. D. Rowell & Son	28
		Rubberset Co.	34
		A. C. Rulofson Co.	93-97
		Russell & Erwin	91
		L. C. Ryan & Sons	116
		S	
		Safety Door Hanger Co.	32
		Saginaw Wood Products Co.	37
		Salt Lake Hardware Co.	54
		Samson Cordage Works	30
		Wm. B. Scaife & Sons	131
		Schaw Batchelor Co.	59
		Sedgwick Machine Works	33
		Schwabacher Hardware Co.	57
		Shelby Spring Hinge Co.	17
		Simmons Hardware Co.	4
		Simonds Mfg. Co.	18
		Smith Mfg. Co., F. H.	24
		Specialty Mfg. Co.	20
		Spokane Stove Repair Works	40
		Spring Leaf Lubricator Co.	116
		Stanley Rule & Level Co.	19
		Stanley Works	Cover
		Starrett, L. S. & Co.	3
		Edwin B. Stimpson Co.	106
		Strevell Paterson Hardware Co.	56
		Stuber & Kuck	32
		Sturgis & Burn	31
		Superior Spring Hinge Co.	24
		Jas. Swan Co.	17
		T	
		Taylor & Boggis Foundry Co.	31
		Thermoid Rubber Co.	Cover
		Thomas Savill's Sons	135
		Thomson-Diggs Co.	54
		Thompson Mfg. Co.	32
		Trimont Mfg. Co.	131
		Triner Scale Mfg. Co.	36
		Turner Brass Works	139
		U	
		Union Hardware & Metal Co.	43
		Universal Caster & Foundry Co.	52
		U. S. Rubber Co.	45
		U. S. Steel Products Co.	14
		W	
		Wagner Mfg. Co.	33
		Washington Hdw. & Imp. Dealers' Mutual Fire Ins. Association.	42
		Ware Bros.	39
		Weed Chain Tire Grip Co.	105
		Wells Bros. Co.	138
		Wheeling Corrugating Co.	38
		Whitton Hardware Co.	102
		Hamp Williams	34
		J. H. Williams Co.	31
		Wrought Washer Mfg. Co.	30



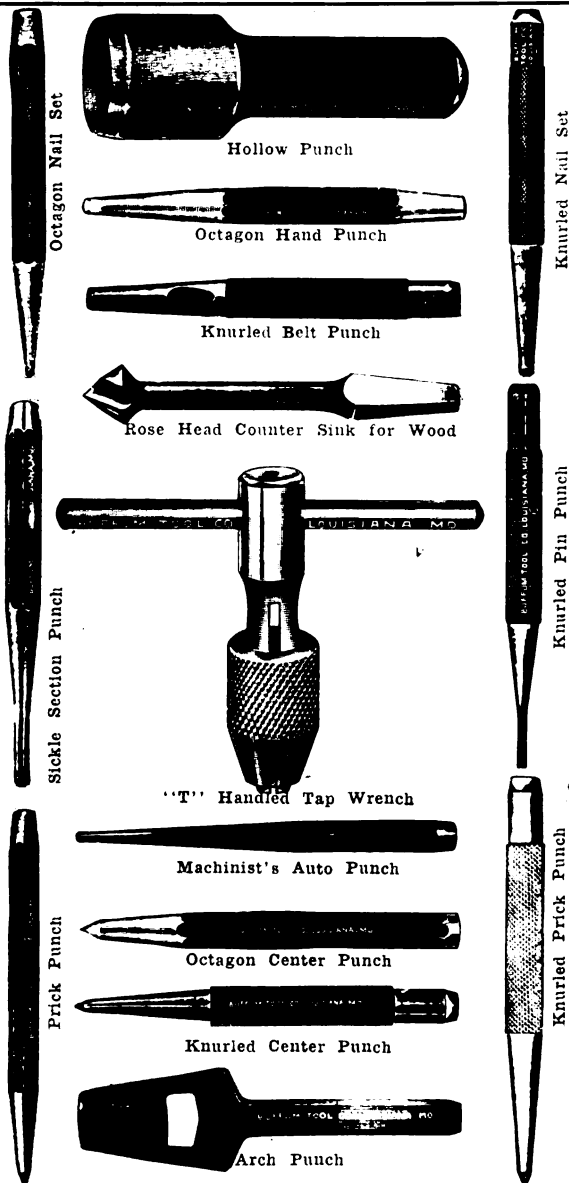
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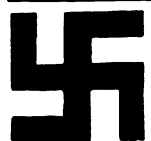
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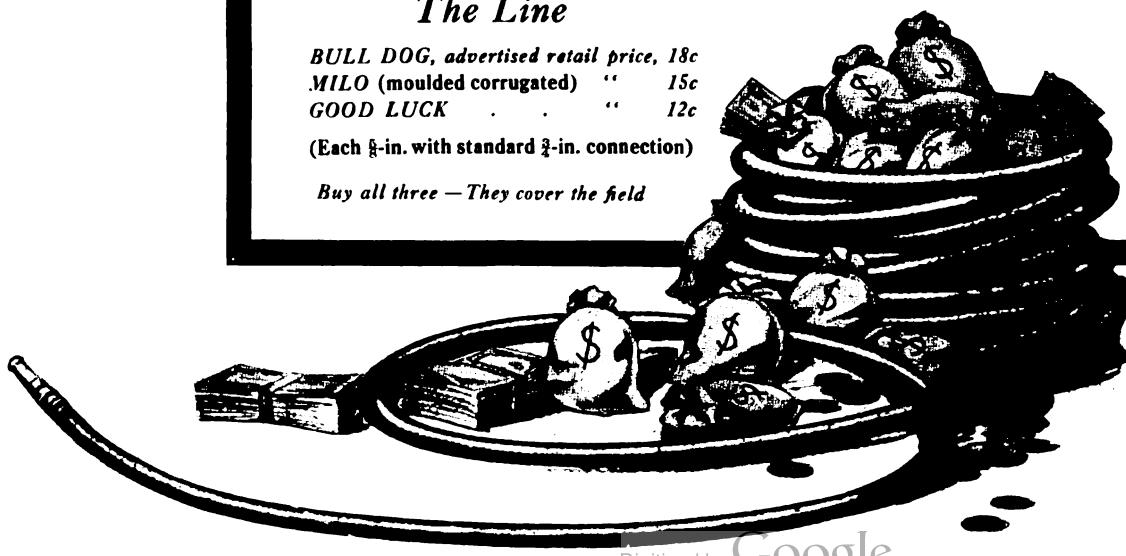
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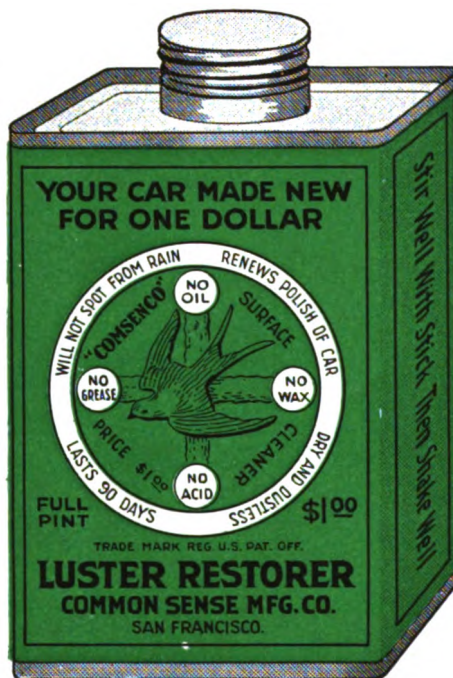
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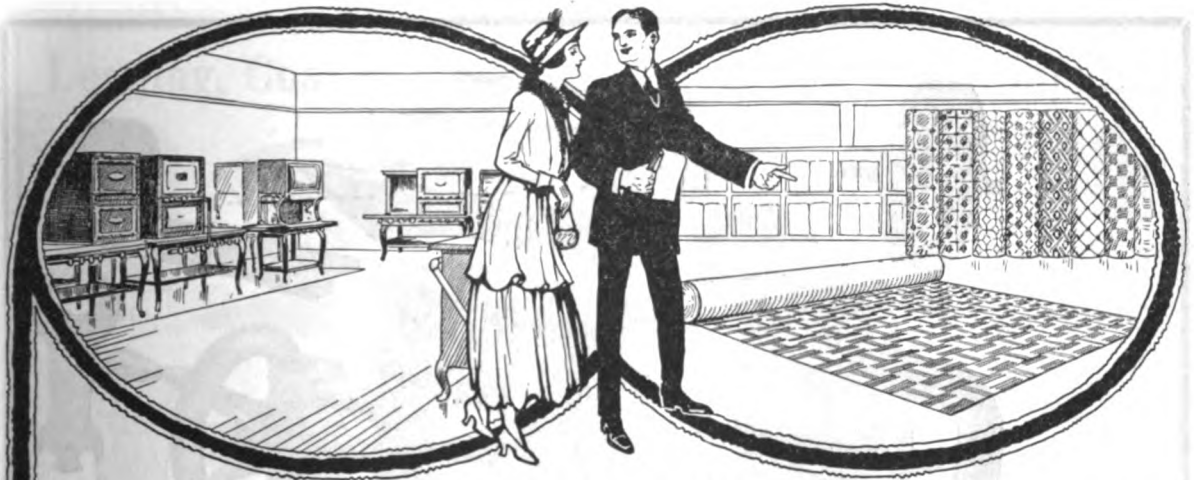
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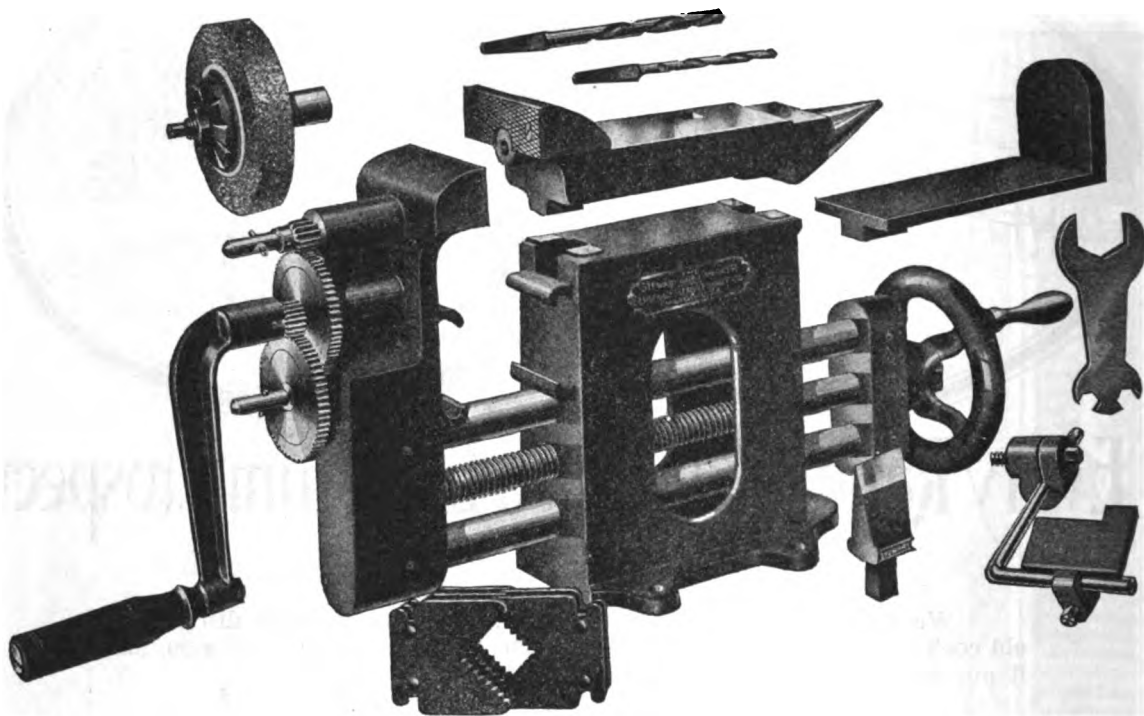
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- A cutting hardie.**

Complete outfit boxed weighs 90 pounds.

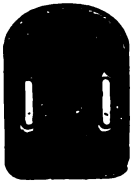
List \$14.00 f. o. b. Chicago.

Western list, \$16.00.

From your jobber or direct.

CHICAGO FLEXIBLE SHAFT COMPANY
N. LA SALLE AND ONTARIO STS., CHICAGO

Legging, Coat Buckles, Grommets and Metal Supplies



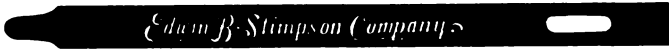
D-218



D-304



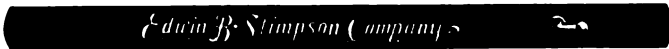
A-113



New Style Leggin Spring



D-7 Hook



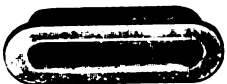
C-118

STIMPSON-RIVETS



70 FRANKLIN AVENUE WE MAKE SCREW HEAD NAILS AND RIVETS FOR EVERY PURPOSE. BROOKLYN, NEW-YORK

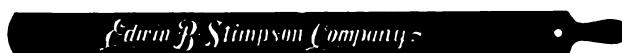
LEGGIN SPRINGS



D-263



Old Style Spring



Special Spring



D-219

STIMPSON-EYELETS

THE UNIVERSAL FOOD CHOPPER

is the original and only shear-cutting, self-sharpening and self-cleaning food chopper. Its sanitary construction, its simplicity, strength and heavily tinned finish appeal to every purchaser.

Chops all meat, fruits, vegetables, nuts, etc., to any degree of fineness, in one-fifth the time required by the old-fashioned chopping knife and bowl.

MADE IN FOUR SIZES

No. 0. Small
Family Size

\$1.35

No. 1 Family
Size

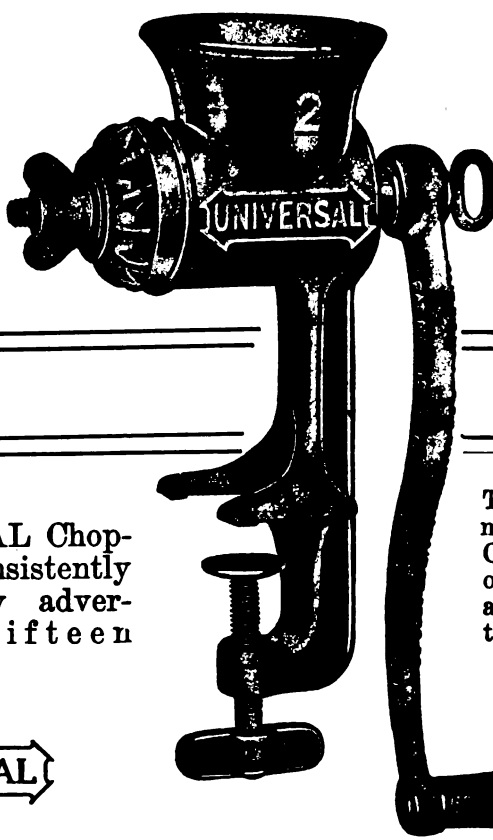
\$1.65

No. 2. Large
Family Size

\$2.00

No. 3 For Hotels
and Restaurants,
Etc.

\$2.75



The UNIVERSAL Chopper has been consistently and persistently advertised for over fifteen years.

UNIVERSAL

The ever-increasing demand for the UNIVERSAL Chopper has made it one of the most profitable of all household appliances to handle.

UNIVERSAL

Every part of the "Universal" Food Chopper is strictly "First Quality" in workmanship and construction—each detail receiving unusual care and attention. This means that "Universal" Food Choppers give an every-day-of-the-year service that is absolutely dependable in every way.

It will pay you to stock "Universal" Food Choppers and let the housewives of your vicinity know it. We will gladly furnish you with electrotyped newspaper ads., show-cards, lantern slides, etc., for this purpose. With your first order for one dozen choppers, we furnish, free, a handsome "silent salesman" display stand.

LANDERS, FRARY & CLARK
NEW BRITAIN CONN.

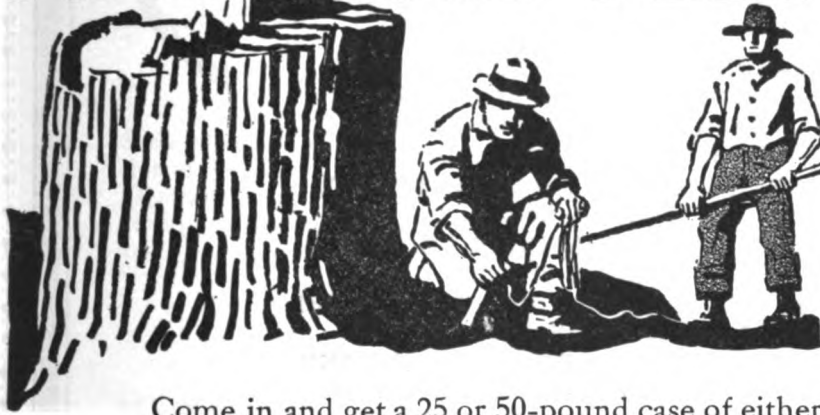
PACIFIC COAST OFFICE, 150 POST ST., SAN FRANCISCO, CAL.

Newspaper electrotypes free to GIANT dealers

BY USING some of our striking advertisements in your local newspapers you can bring to YOUR store the farmers, ranchers and orchardists who are in need of explosives for stump-blasting, tree-planting and other work.

Our assortment of Giant newspaper electrotypes will bring you *new trade* both for explosives and for other merchandise. Furnishing such electrotypes is one of the many ways in which we help the hardware trade sell Giant Farm Powders.

MAKE THIS TEST



Come in and get a 25 or 50-pound case of either of the Giant Farm Powders. Try them out and you will find that they go further and therefore cost less to use. We have noticed that when farmers try them once, for any kind of blasting, they always come back for

GIANT FARM POWDERS
STUMPING — AGRICULTURAL

(This space may be used for your
own advertising of other goods)

Dealer's Name Here

Let us tell you more

You need not carry Giant Farm Powders in stock in order to make money on them. Giant magazines will supply you promptly, so you can make a profit on every order.

If you are not already selling Giant Farm Powders, let us send you our confidential trade bulletin entitled, "Helping the Retailer Sell Giant Farm Powders." This shows seven ways in which we will help you to build up a more profitable business in explosives.

The coupon below will bring you full information. Tear it out and mail today.

**Hardware Men
Mail This Coupon**

The Giant Powder Co., Con-
227 First National Bank Bldg.,
San Francisco

CHECK
HERE

- ☐ Send us dealers' prices on Giant Farm Powders.
- ☐ Send us your book, "Helping the Retailer Sell Giant Farm Powders."
- ☐ Send us newspaper electrotypes on "Make This Test."

Name _____

Address _____

PHOENIX

Horse and Mule Shoes *and* Bull Dog Toe Calks

BEST IN THE WORLD

PHOENIX SHOES ARE KEPT IN STOCK
BY THE FOLLOWING HOUSES

PACIFIC HARDWARE & STEEL COMPANY
San Francisco, California.

WATERHOUSE & LESTER COMPANY
San Francisco, California, Etc.

PERCIVAL IRON COMPANY
Los Angeles, California.

NORTHWESTERN HDW. & STEEL CO.
Portland, Oregon.

J. E. HASELTINE & CO.
Portland, Oregon.

WEST COAST WAGON CO., Tacoma, Wash.
GRAY BROTHERS, Seattle, Wash.

HOLLEY-MASON HARDWARE COMPANY
Spokane, Washington.

SCOVEL IRON STORE COMPANY
San Francisco, California.

TAYLOR-SPOTSWOOD HARDWARE CO.
San Francisco, California.

SPOTSWOOD-HELPER COMPANY
San Francisco, California.

NORTHROP HARDWARE CO.
Boise, Idaho.

SALT LAKE HARDWARE COMPANY
Salt Lake City, Utah.

GEO. A. LOWE CO., Ogden, Utah.

MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

CHICAGO, ILL.

ROLLING MILLS AND FACTORIES — JOLIET, ILL., POUGHKEEPSIE, NEW YORK



A Sign That Helps

Some of our customers find that the Hercules Dynamite sign, placed on the outside of their stores, helps to increase their sales of dynamite. If you sell Hercules Dynamite to farmers and are not supplied with one of these signs we will gladly send one if you ask for it.

If you are not a customer we want to interest you in the sale of

HERCULES DYNAMITE

to farm customers. It is proving a profit-maker for merchants throughout the country. Many of these men hesitated at first to do business in such a commodity. Now they know that their objections and fears were groundless.

We stand ready to assist you in many ways to build up this department of your business. A Hercules sign in front of your store will help attract trade. Free advertising matter of various kinds will be supplied. You will have the assistance of our extensive advertising in farm papers which is continually increasing the use of dynamite on the farm. Fill out the coupon below. Mail it today and we will give you our active co-operation.

HERCULES POWDER CO.

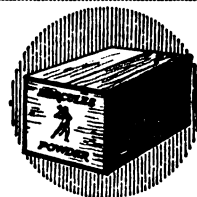
Wilmington 9 W. 10th Street Delaware

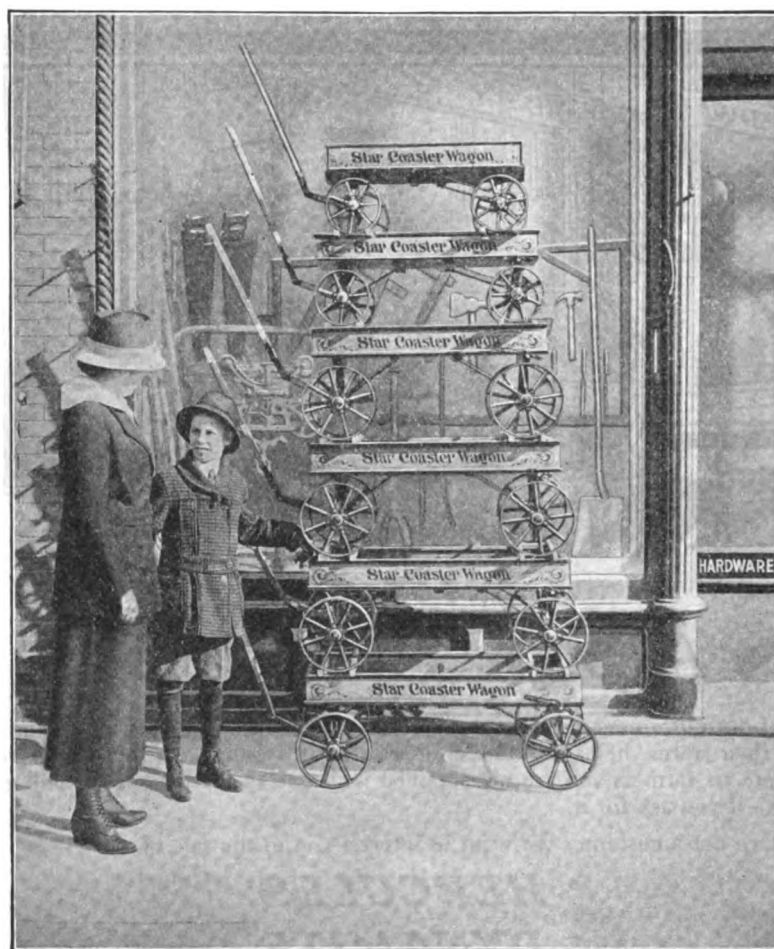
Hercules Powder Company,
9 W. 10th Street
Wilmington, Delaware

Gentlemen: Please send us information regarding the sale of dynamite to farmers and oblige. Yours very truly,

Name

Address





STRENGTH and APPEARANCE

The appearance of STAR and Overland Wagons sells them on sight. Clear, clean, white ash boxes finished with two fine coats of implement coach varnish, covered on the bottom as well as on the sides—an honest job of finishing. Artistically striped, scrolled and stenciled. This, because we realize that "Looks" make the first sale and our quality shows at a glance or on minute inspection.

But while "looks" may make the first sale, "Durability" is what makes the repeat orders. And from a "wear" standpoint, our wagons have no equal. The rim of the wheels is pressed around the spokes, making it impossible for them to loosen. An all-steel construction below the box includes a brace for the front axle.

The full roller bearing wheels make our wagons an easy pull for the small child. In our construction are embodied all modern improvements and many exclusive features which make Hunt, Helm, Ferris & Co. wagons the most satisfactory on the market to-day.

Write for our catalog—it gives you complete information about these wagons. It's FREE.

HUNT, HELM, FERRIS & CO.

66 Hunt Street, Harvard, Illinois

Morse Hdwe. Co., Bellingham, Wash.
 Pacific Hdwe. & Steel Co., San Francisco, Cal.
 Jensen, King & Byrd Co., Spokane, Wash.
 Henry Mohr Hdwe. Co., Tacoma, Wash.

Honeyman Hdwe. Co., Portland, Oregon.
 Seattle Hdw. Co., Seattle, Wash.
 Holley, Mason Hdw. Co., Spokane, Wash.



Glance over "Royal's Record"

A continued story of money, time, labor and doubt saved.
Each re-order is a renewal of satisfaction, because
dependability is the basis of

Royal Cotton Waste

*Uniform in Quality—"Tare" (wrappings) 6%—
Even Weight—and so Guaranteed
Twelve Standard Grades*

SIX WHITE

Baron
Count
Czar
Duke
Earl
Emperor

*A Grade
for Every Need
of Service or
Price*

SIX COLORED

King
Marquis
Mikado
Prince
Rajah
Sultan

WRITE or ask your jobber for Royal
Sampling Catalogue; ask for samples
of Royal Wool Waste.

READ "Producing the Fittest in Waste"—the
true analysis of the waste situation, past and
present. Write for it on your business letterhead.

ROYAL MANUFACTURING CO

GENERAL SALES OFFICES AND PLANT

RAHWAY, N. J.

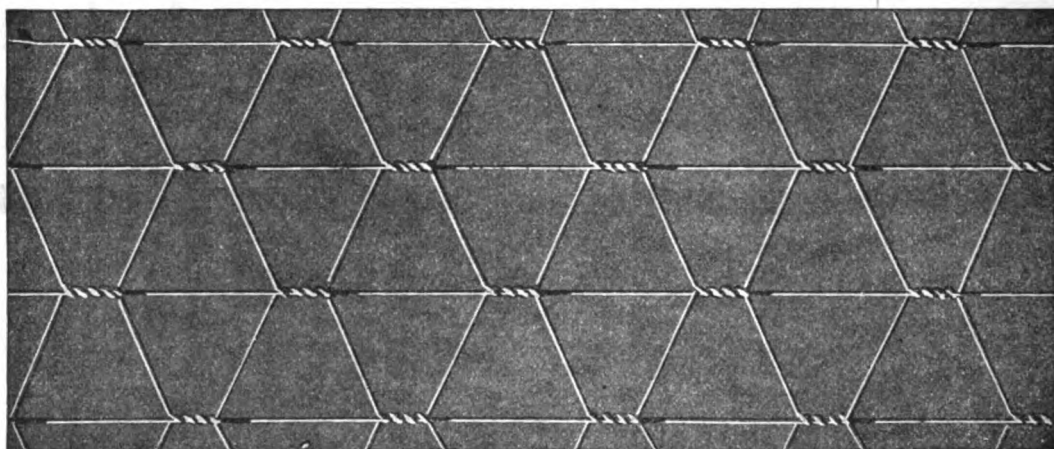
New York Office—2 Rector St.
St. Louis Office—Pontiac Bldg.

Chicago Office—People's Gas Bldg.

Pittsburg Office—Oliver Bldg.
San Francisco Office—Wells Fargo Bldg.

LOOK FOR THE BRAND ON EACH STEEL BAND

Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and **FEWER POSTS ARE NEEDED** and **NO TOP OR BOTTOM RAIL**. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

AMERICAN STEEL & WIRE COMPANY
United States Steel Products Company

SELLING AGENTS

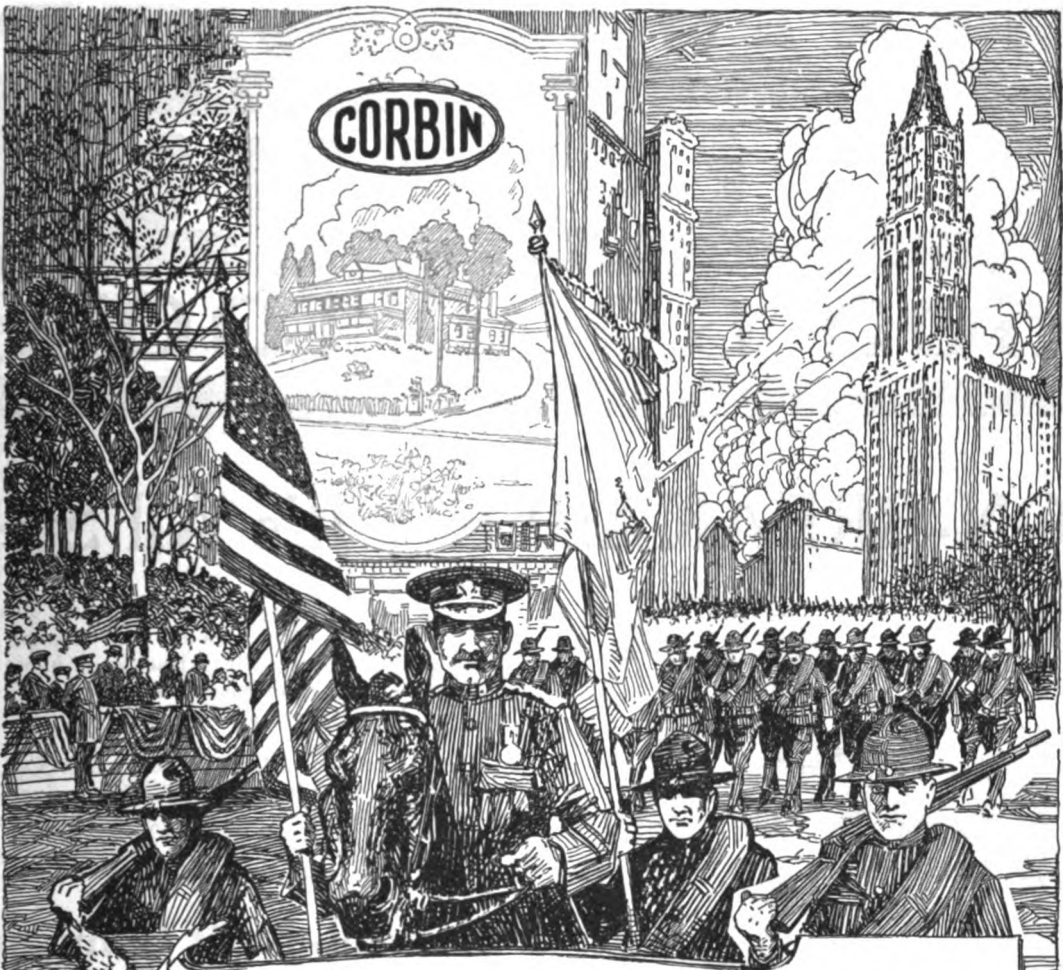
San Francisco

Los Angeles

Portland

Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition.



WHEN THE THOUGHT TURNS BACK

to the loved ones left behind, there is comfort in the knowledge that they are safe from harm. The Home Guard can never be too faithful or too reliable—and the trustiest guardian of the home ever devised is the Corbin Ball-Bearing Cylinder, attached to a high-grade Corbin residence lock. Ask your hardware dealer for information—or write to

P. & F. CORBIN

The American Hardware Corporation, Successor

NEW BRITAIN, CONN.

NEW YORK

CHICAGO

PHILADELPHIA



GOODELL PRATT

1500 GOOD TOOLS

NON-BREAKABLE—It's All Steel

How would you like to handle a Mitre Box that will not break; one that does not need repairs; a box that is strong and accurate, attractive in appearance, one that has many special features and is being pushed by forceful and effective advertising?

There is only one Mitre Box that answers all these requirements. That is the Goodell. Every single piece used in its construction is steel. It is made in all the best-selling sizes, both with and without saws. The prices of these Mitre Boxes are reasonable.

Goodell-Pratt Company



Toolsmiths

Greenfield, Mass.
U. S. A.



CAST IRON SOIL PIPE

SHORT TALKS

No. 5

"Cast to Last"

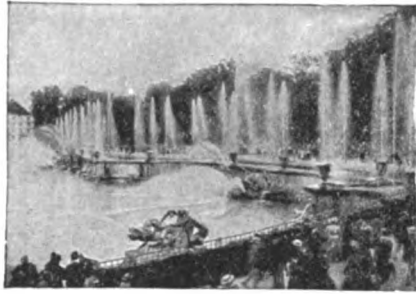
The earliest iron pipe—cast iron—after centuries of service is today "as good as new" because it was 'CAST.'

CAST IRON SOIL PIPE in house drainage has an unequalled record for sanitation, economy and permanent service.

In all house drainage, the pipe that lasts longer than the building is **CAST IRON SOIL PIPE**.



House Sewers, House Drains; Soil Lines; Vents, Wastes and Leader Lines



Famous Fountains of Neptune at Parc du Palais de Versailles, France; installed in 1665, during the reign of Louis XIV.

All the lines consist of Cast Iron Pipe.

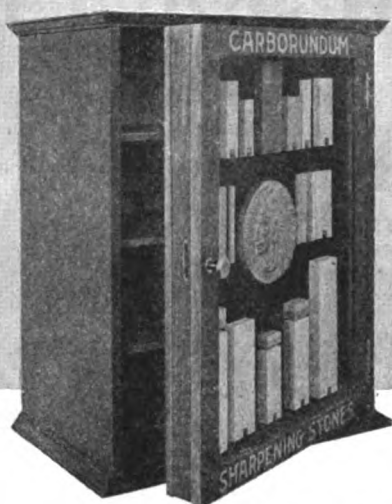
Campbell Mfg. Co. Gadsden, Ala.
Casey-Hedges Co., The... Chattanooga, Tenn.
Central Foundry Co. New York, N. Y.
Charlotte Pipe & Foundry Co. Charlotte, N. C.
Coosa Pipe & Foundry Co. Birmingham, Ala.
Crown Pipe & Foundry Co. Jackson, Ohio
Gadsden Pipe Co. Gadsden, Ala.
Haines, Jones & Cadbury Co. Philadelphia, Pa.
Johnson Co., J. D. New York, N. Y.
Krupp Foundry Co. Lansdale, Pa.
Medina Foundry Co. Medina, N. Y.
National Foundry Co. of N. Y., Inc. Brooklyn, N. Y.
National Pipe & Foundry Co. Attalla, Ala.

Reading Foundry & Supply Co. Reading, Pa.
Salem Brass & Iron Mfg. Co. Salem, N. J.
Sanitary Co. of America. Linfield, Pa.
Somerville Iron Works. New York, N. Y.
Standard Foundry Co. Anniston, Ala.
Superior Mfg. Co. Bessemer, Ala.
Union Foundry Co. Anniston, Ala.
Weiskittel & Son Co., A. Baltimore, Md.
Wetter Mfg. Co., H. Memphis, Tenn.
Abendroth Brothers. Port Chester, N. Y.
Alabama Pipe & Foundry Co. Anniston, Ala.
American Enameling Mfg. Corp. New York, N. Y.
American Foundry & Pipe Co. Penns Sta., Pa.
Anniston Foundry Co. Anniston, Ala.
Bessemer Soil Pipe Co. Bessemer, Ala.



ASK any one—or all of the above independent and competing makers of cast iron soil pipe for specifications and illustrated literature

SHORT TALK No. 6—"Eventually Why Not in The Beginning?"



A Case of Profit

This Carborundum Sharpening Stone Display Case

A golden oak case, twenty-four inches high, eighteen inches wide, twelve inches deep—well made, convenient, durable, with a glass covered display panel in the door—an ideal case with roomy shelves for carrying a stock and for attractively displaying

Carborundum Sharpening Stones

This case is free to you and every other hardware dealer. Just write and ask for information on assortment case No. 7. ¶ There is a Carborundum stone for every one of your customers who uses an edge tool. ¶ *Let us help you sell them.—Let us send you our window displays, booklets, circulars, etc.*

The Carborundum Company
Niagara Falls, N. Y.



Prepare now for a big fall business

The merchant who supplies the needs of the community and who gives quick service at a fair profit is "doing his bit."

He is serving the public interest and is entitled to the patriotic support of those who do the buying.

An electric National Cash Register and the new N. C. R. Credit File give the retail merchant a complete storekeeping system to meet war-time conditions. This system —

- | | |
|---|---|
| (1) enables the merchant to give quick service. | (4) gives the merchant an accurate record of every transaction, cash or charge. |
| (2) protects him against the mistakes of inexperienced clerks taking the place of those who have gone to the front. | (5) protects his customers. |
| (3) forces his new clerks to be accurate, and enables them to start right. | (6) gives a receipt or sales-slip which says "Thank you" to every customer. |



Adaptable to all kinds of retail stores and to the service of the people of all nations

Old cash registers repaired, bought, sold, rebuilt and taken in exchange for new registers.

Dept. 137 National Cash Register Co., Dayton, Ohio

Please send me full particulars of the up-to-date National Cash Register and the new N. C. R. Credit File.

Name

Address

Business

Merchants: install this up-to-date N. C. R. System at once and share in the present prosperity

ONLY THE GENUINE

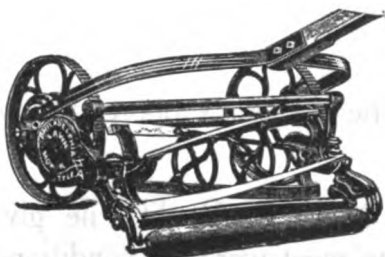
"PHILADELPHIA"

Lawn Mowers

HAVE

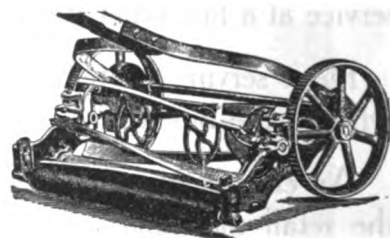
Vanadium Crucible Steel Blades

The master alloy and toughest steel known.
 Originators of the first side wheel Lawn Mower in 1869.
 Nearly a half century doing ONE THING WELL.
 Bearings bored with rifle barrel accuracy.



Style "A" and "Graham" All-Steel
 Vanadium Crucible Steel Blades
 Practically Indestructible

*What's
 in a
 Name?*

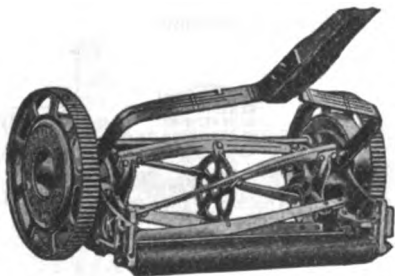


Style "E"
 Removable Box Caps

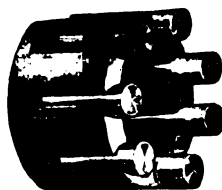
Only what past history and performance make it.
 The "**PHILADELPHIA**" Lawn Mowers we have been
 building for nearly a **HALF CENTURY**

are today, as in the past, the standard of excellence by which
 other makes are measured.

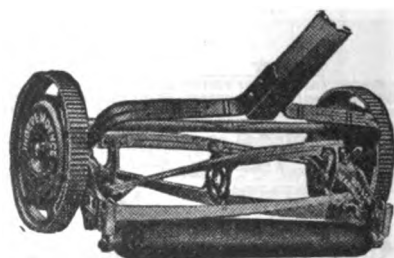
We guarantee every mower we make.



Style "K"—5 Blades—Plain, or
 Roller Bearings
 Philadelphia Roller Bearings pos-
 sess many advantages over
 old-style ball bearings



Case and cage of Roller
 Bearings made of case-
 hardened steel, used on
 Styles "K," "Indepen-
 dence," "Overbrook"



"Independence and Overbrook"
 Roller Bearing

Send for Catalogue

22 Styles Hand—6 Horse and 3 Motor Mowers to meet all requirements

The PHILADELPHIA LAWN MOWER CO.

31st and Chestnut Streets, Philadelphia, Pa., U. S. A.

HAVEN & HAVEN, 508 Mission Street, San Francisco, California, San Francisco Sales Agents



HOW ABOUT THE "Handy-Man-About-the-House"

Almost every home can use and really needs tools of some kind and this is a field which many dealers neglect to cultivate. But in many of these homes are potential amateur mechanics who would, if assisted and encouraged, develop into regular purchasers of not only a variety of tools, but also other hardware. Almost every man has some mechanical ability and we all like to see the results of our own skill. All that lots of them need is a start. **Cultivate this field.**

Encourage the "home-mechanic" in your newspaper advertising and window displays. Show good samples of home-made cabinet work. Suggest it in various ways that your local conditions offer and you will have opened up a field of large possibilities.

Sell them only high-grade tools. Enquire what kind of work they intend doing and give them the particular style suitable for that work. Many a customer has been lost because a clerk was not sufficiently interested in the customer's needs. For instance, no better saw is made than the DISSTON, but a 6-point hand saw is not suitable for cabinet work in hard wood. The amateur is consequently discouraged at the outset. See that he has the right quality and type of tools at the start and his enthusiasm will bring him back to add to his kit and equipment as his skill and requirements expand.

A fine foundation is a set of

DISSTON SAWS

Other Disston Tools are of the same high standard.

HENRY DISSTON & SONS, Inc.

PHILADELPHIA



U. S. A.

See T. T. M. Co.



THE SHELBY "CHIEF"

The Well Known Surface Floor Hinge That Made the Shelby Line of Builders' Hardware Famous

Recognized
as the
World's
Best
Floor
HINGE

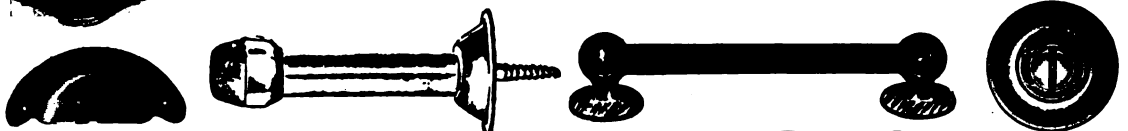
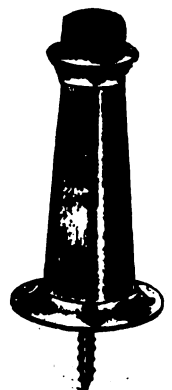


Made at
Shelby,
Ohio.
Sold
Every-
where

Get Catalog and Prices on our large line of Builders' Hardware and we will get your business.

THE SHELBY SPRING HINGE CO., SHELBY, O.

Coast Representatives:
Fond Hardware Specialty Co., Los Angeles, Cal. D. L. Kerman, Seattle, Wa.





Sell Saws That are Mechanically Right

That is the way to satisfy your customers. They want saws that cut right, that hold their cutting edge, that are made of high grade steel. While the carpenter is today not so much interested in finish, he still likes to have a good looking saw and surely there is no other which compares with the Simonds in finish.

There is none which excels it in quality. It leads them all in profit to Dealer and value to Customer. Send for catalog and terms.

Simonds Manufacturing Company

"The Saw Makers"

Portland, Oregon
San Francisco, California

Seattle, Washington
Vancouver, B. C.



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Pop Up—Automatic Lawn Sprinkler In Operation On the Grounds of the

UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very coarse stream. Made for half inch connections. Has 25'-0" distribution with 75 pounds pressure. Made of non-corrosive metals. Has but three parts, nothing to wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for sample—booklet and prices. For Sale by

W. D. ALLEN MFG. CO., Chicago, Ill.

PITTSBURG VALVE & FITTING CO., Barberton, Ohio.

or

AUTOMATIC LAWN SPRINKLER CO.

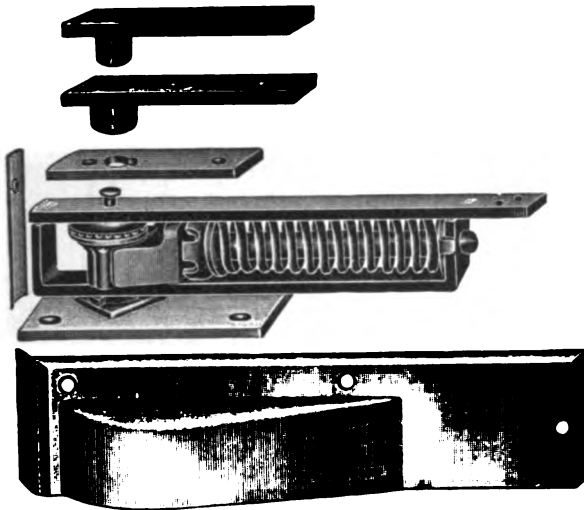
Salt Lake City, Utah



Closed



Open



Enlarged cut of "STANDARD" DOUBLE-ACTING SPRING FLOOR HINGE, showing Side and End Plates and Top Pivot.

DOUBLE-ACTING SURFACE FLOOR HINGES,—DOUBLE-ACTING CHECKING FLOOR HINGES,—SINGLE-ACTING CHECKING FLOOR HINGES.

Six different types—in different sizes of each.

We are the only exclusive FLOOR HINGE manufacturers in America and manufacture the largest line known.

Write for information and prices on the only complete line.

THE STANDARD MFG. CO., Shelby, Ohio, U. S. A.

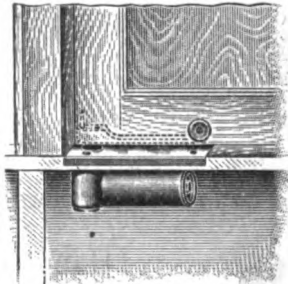
THE ADDED DURABILITY OF "Standard" Floor Hinges

has been fully proven by the most severe tests as well as years of actual experience of the dealer and user.

In offering you our line, we are offering the largest line of FLOOR HINGES known—"STANDARD."

All of our products are built of high grade material and by skilled mechanics devoting their entire time to the development and manufacture of the "STANDARD" line of Floor Hinges.

You can select from the "STANDARD" line any type of a FLOOR HINGE you wish—



"STANDARD" CHECKING FLOOR HINGE, for either single-acting or double-acting doors.

"YANKEE" QUICK RETURN In 3 Sizes

With spring in the handle to drive bit back quickly. Holds it extended for overhead work.



No. 130—For all general work. Very popular.

No. 131—Heavy pattern, for general house carpentry and heavy screw driving. Becoming very popular.

No. 135—Small size, for smaller screws, electrical work, and wherever a large number of small screws are frequently driven. Your Jobber will supply you.

NORTH BROS. MFG. CO.
Philadelphia, Pa.



Trade Mark

Clover Leaf Manila Rope



Trade Mark

Demand for first-class Manila Cordage has never been better than at present. To supply the many new ships being built on the Pacific Coast is drawing heavily upon stocks. CLOVER LEAF MANILA meets the requirements splendidly and builders need have no hesitancy in fitting out vessels with this brand.

This increasing demand for Clover Leaf Rope is the best evidence of its superiority. Dealers in rope are assured that stocks can be well maintained as prices will not reduce for some time to come, and then gradually.

This company is now making and supplying Tarred Marline, Ratline, Hambroline, Rounding, Spun Yarn, Seizing and Hemp Cordage.

Handled by jobbers or can be had direct from



Trade Mark

The PORTLAND CORDAGE CO.

Portland, Oregon

Seattle, Washington



Trade Mark

GARDEN HOSE

THE
BRANDS
OF
GARDEN
HOSE
WHICH
INSURE
QUALITY



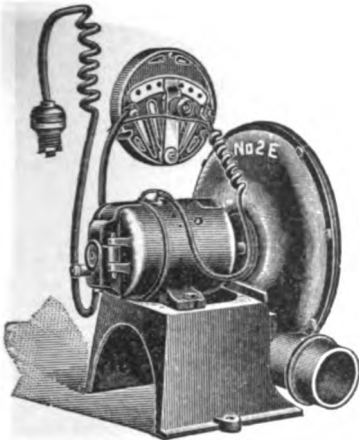
INSIST
UPON
THESE
BRANDS
AND YOU
GET
THE
BEST

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GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.
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SAN FRANCISCO, CALIFORNIA PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY



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BUFFALO

Forges—Blowers—Drills

**Designed Right — Built Right
Strong — Durable — Efficient**

The largest line of blacksmith forges, drills and blowers manufactured by any one company. A style for every service.

Our General Catalog No. 179-37 illustrates and describes the complete "Buffalo" line of hand and power operated machines. Mailed on request.

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Western Representative,
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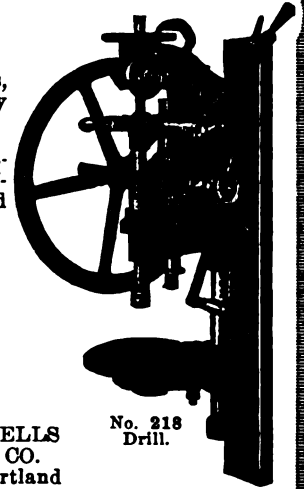
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No. 218 Drill.

A Stream, a Farmer, a Ram and a Sale

That's the winning combination. Wherever there's a spring or stream with moderate fall, a Goulds Hydraulic Ram provides the ideal equipment. Requires no expense, labor or attention. Runs continuously day and night, winter and summer. Goulds Rams are equipped with impetus valve of improved design which gives increased efficiency and dependability. Strongly built throughout and scientifically proportioned. Look up the farmers in your territory that have running water at hand. They'll be interested in Goulds Hydraulic Rams.

GOULDS PUMPS FOR EVERY SERVICE

are made in nearly 400 styles and sizes, operated by hand and power. Everyone guaranteed to perform satisfactorily the work for which recommended. Backed by 69 years' pump-making experience and nationally advertised to over 4,000,000 farmers—many, no doubt, in your territory.

If you haven't already taken on the Goulds line, now is the time to do so. You'll find a lot of sales-making facts in our free book, "Pumps for Every Service."

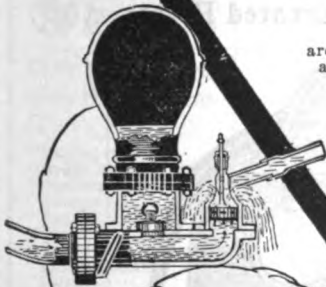
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THE GOULDS MFG. CO.

Main Office and Works:
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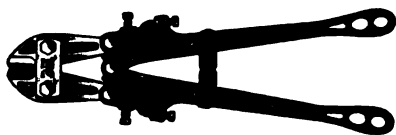
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New Discount Sheet in Effect August 1st.



QUALITY

You will find it in the Heart
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COLUMBIAN ROPE COMPANY
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PORTER'S New Easy Bolt Clippers



Are you handling the
10-in. and 14-in. O.K. Cutters?
 If not, my Pacific Coast representatives
 will tell you why you should.

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The "PONY"

Is the very best Hand Machine that
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IT'S GUARANTEED

SOLD BY JOBBERS EVERYWHERE

Made by

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CHICAGO, U. S. A.

PENNSYLVANIA

Quality
LAWN MOWERS

Order your
1918 Lawn
Mowers now.

Have them
shipped now.

Then you'll have
them when you need
them.

Your jobber can
serve you better now
than he can later.



This trade mark
is on the handles
of:

"Pennsylvania"
"Great American"
"Continental"
"Pennsylvania Jr."
"Keystone"
"Shock Absorber"
"Golf"
"Putting Greens"
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"Undercut Trimmer"
"Braun Grass
Catcher"
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There is bound
to be a shortage of
good lawn mow-
ers next season.

Raw materials
of all kinds are al-
ready scarce, with
no assurance of
further supplies.

You will be fa-
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jobbers and your-
self by—

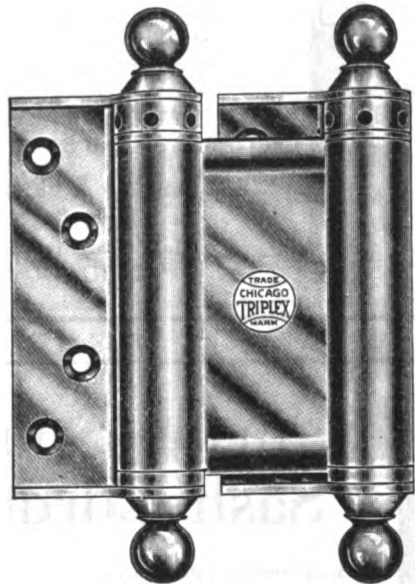
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FOUNDED 1877 PHILADELPHIA

TRADE CHICAGO MARK SPRING HINGES

A SUGGESTION

HAVE you a stock of Spring
Hinges that have distinctive
selling features which your
salesmen can offer and which would
make the prospective purchaser buy
them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The ap-
pearance, durability and finish of this
article are unsurpassed, and in consid-
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in respect to value, the up-to-date
dealer cannot afford to neglect this
profitable business.

*Send for Catalogue W-32. It fully illustrates
and describes the most complete line of Spring
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Chicago Spring Butt Company,

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NEW YORK



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EVERYTHING IN HAMMERS



Here's a New One
for Use in
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**Safety-First
Nail Hammer**

These hammers have concentric milling on the face, a protection against slipping and breaking.

Made in Bell or Plain Face Pattern.

Ask your jobber for this hammer.

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**Vaughan & Bushnell
Mfg. Co.**

Makers of Fine Tools
CHICAGO

The Bridgeport Hdw. Mfg. Corp.

BRIDGEPORT, CONN.

Matchless Screw Drivers
Tempered Blade Runs Clear Through the Handle.
Rubberoid Finished Handles.



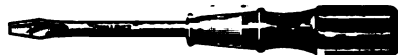
No. 93 Mechanics' Square 2 to 12 inches
No. 94 Mechanics' Round 2 to 12 inches
No. 95 Electricians' Round, Insulated 12 inches
No. 96 Cabinet Round 8-16x2 1/2 to 12 1/2 inches
No. 97 Machinists' Square	3/4x2 1/4, 3 1/4, 4 1/4, 5 1/4 in.
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Hercules Knife Handle Screw Driver
Forged Steel Handle Plate, High Carbon Steel Tempered Blade, Hardwood Handle



No. 102 Round 2 to 12 inches
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Challenge Plain Handle Screw Driver
Red Varnished Handle



No. 32 Mechanics' 2 to 12 inches
No. 34 Cabinet 8 1/4 to 12 1/4 inches
No. 36 Electricians' 2 1/2 to 12 1/2 inches
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Full Tempered Blade

Write your Jobber for prices.
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Samson Spot Sash Cord

Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

SASH CORD

CLOTHES LINES

SOLID BRAIDED ROPE

SHADE CORD

MASONS' LINES

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Send for catalogue and samples.

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American Seal Cements

ASBESTOS FURNACE CEMENT will withstand more heat than iron, bakes as hard as the casting itself, and will not crack, shrink, crumble or fall out.

ELASTIC OIL ROOF CEMENT is a superior article in colors for bedding slate and tile roofs and repairing leaks in tin, metal, gravel and composition roofs. Especially adapted for pointing up around skylights and fire walls.

CARBON CEMENT, the peer of all lightweight cements, is made up of long asbestos fibre, and elastic, adhesive waterproof gums. The ideal cement for making an old roof new, using the old roof as a foundation.

T-CO is a waterproofing cement in colors, especially recommended for use on side walls exposed to heavy driving rains, preventing the water from permeating these walls.



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SEYMOUR

CONN.

Bits
Augers



Chisels
Draw Knives



Nail Sets
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Gouges
Screw Drivers

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WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION.

SOLD BY THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

In the Jaws of a Pexto Stillson



Once in, there's no letting go. Wrought iron pipe and steel pipe flatten and burst at the seams first, when these sturdy PEXTO Wrenches get a good hold.

While these jaws of hardened steel are doing good work for your customers they are doing good work for you. Pexto service means more sales and greater profit.

When you have covered all the strong

talking points on quality in this member of the Pexto Tool Family you still have the "fine finish that backs up every point."

Pexto Stillson Pipe Wrenches are made to fit every size of pipe from $\frac{1}{8}$ inch to 5 inches in diameter, with wood handles 6 to 14 inches and steel handles 6 to 48 inches long.

Write your Jobber for prices.

The Peck, Stow & Wilcox Co.



Mfrs. Mechanics' Hand Tools, Tinsmiths' and Sheet Metal Workers' Tools and Machines, Builders' and General Hardware.

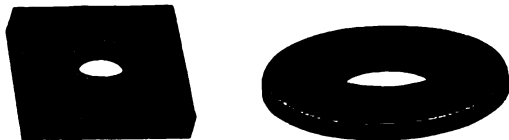
Southington, Conn.

Cleveland, Ohio



Address correspondence to 207 W. Center Street, Southington, Conn.

There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

**Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers**

of all descriptions. Round and Square, Plain or Galvanized.

**Annealed Rivet Burrs Fellow Plates
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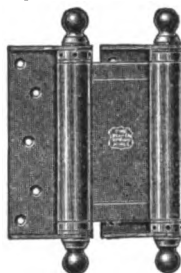
Wrought Washer Mfg. Co.

Milwaukee, Wis.

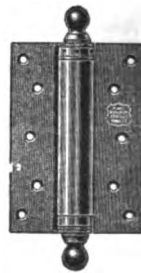
Coast Representatives,

HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland,
Ore.; Seattle, Wash.; Denver, Colo.

ONLY BOMMER DOUBLE ACTING SPRING BUTT HINGES

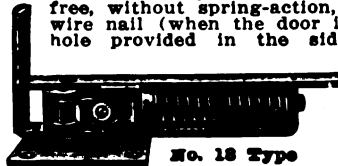


have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.



Bommer Floor Surface Spring Hinge
Has Release and Holdback Features, Ball Bearing and Alignment Device

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.



No. 18 Type

BOMMER BROTHERS, Mfrs., Brooklyn, N. Y.

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work



It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Specially Adapted for Hardwood Working

The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots leaving a true polished surface.

Manufactured by **THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.**

Inquire of your Hardware Dealers • write us direct.

Supplied in Sets.

Write for Catalogue.



EASY TO GET RID OF THE POCKET
GOPHER WITH THE

O. K. GOPHER TRAP

SURE TO CATCH & SURE TO HOLD

Manufactured by

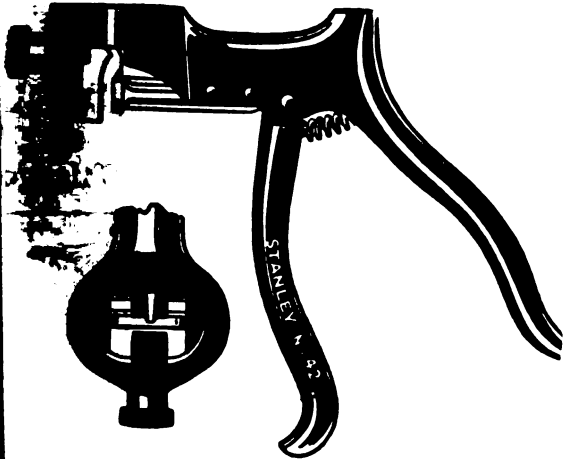
The Abingdon Trap Co.
ABINGDON, ILLINOIS, U. S. A.

FOR SALE BY LEADING JOBBERS
THROUGHOUT THE WEST

THE TRAP THAT TAKES THE GO OUT OF GOPHER



Stanley Tools



Stanley "Pistol Grip" Adjustable Saw Set No. 42

This Saw Set embodies several unique and important features not heretofore seen in tools of this description.

The shape of the body and handle enables the user to operate the tool with great ease and with the least possible exertion, and the saw is held firmly against the gauge while the tooth is being set.

It can be readily adjusted by means of the knurled thumb screw to give a greater or less set to the teeth of the saw, according as the saw is to be used for coarse or fine work. As the anvil or part against which the plunger works is graduated, the same adjustment can be easily obtained for duplicate work.

The tool is so designed that the saw teeth are in plain view, which enables the user to quickly adjust the tool to the tooth to be set.

The plunger and anvil are made of tool steel—hardened and tempered. All parts are carefully machined and are interchangeable.

The tool is given a fine black finish.

Packed one in a box.

Send for special circulars.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Remove Stock Rapidly and Smoothly



"The DELTA

Is the only Line of Files
from 3 to 24 inches that are
made absolutely of

**CRUCIBLE
STEEL"**

This high quality material and our scientific hardening and tempering methods enable us to produce files of exceptional durability.

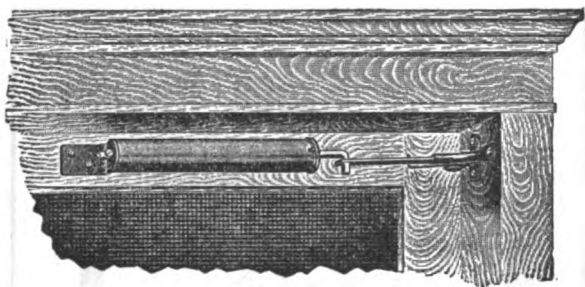
Delta Files are made in several shapes and sizes—there is a shape and size for your particular requirement.

Use Delta Files in your shop—you will increase your output and greatly reduce your cost of filing.



This trade mark safeguards the interests of thousands of file users everywhere. Always look for it.

DELTA FILE WORKS
PHILADELPHIA, PA.



MADE BY

SUPERIOR SPRING HINGE COMPANY, 136 West Lake Street, Chicago

SUPERIOR Screen Door Check

The only Check that has the jack-knife lever which allows the door to open clear up against the wall without strain on the Check.

It also has a positive plunger and automatic inlet valve for air.

The above features together with the low price makes it the best Check for user, dealer and jobber.

Quickly and easily attached by anyone.

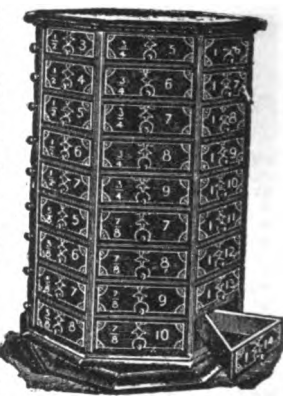
If your jobber can not supply you, write us and we will give you the address of your nearest jobber who handles our Check.



Revolving Bolt and Screw Cases

Dealers in Hardware, Auto Supplies, etc., find that time and space are saved by using the Revolving Cases for keeping loose Bolts, Screws and Auto Accessories. Everything is kept right at the clerks' fingers' end. Catalog sent on application. All jobbers handle these cases.

American Bolt & Screw Case Co., Dayton, O.



ATLAS

10 Cent Fly Swatter

This swatter has an extra long handle—10 inches. It is very neatly and securely bound with soft green felt—cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible—will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

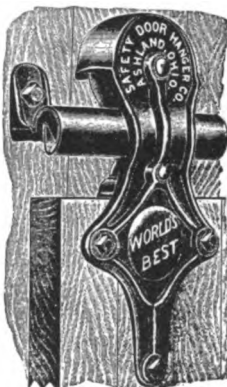
Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.

NEW HAVEN, CONN.

HUGHSON & MERTON
Pacific Coast Agents

San Francisco Los Angeles
and Portland, Oregon



For Sale by all First-Class
Hardware Distributors

World's Best Tubular Track

*Barn, Factory
and
Warehouse
Door Hanger*

Frame is made of best grade malleable iron.

Supplementary wheel underneath the track prevents derailment.

The wide bearing of the wheel distributes the weight and makes it the Easiest Running Hanger on the Market.

Finished in fine aluminum bronze and packed one pair in box complete with bolts; one-half dozen pairs in a case.

Our Track has the Slidable Bracket, the feature that has made the World's Best Hangers so popular with the Building Trade. Ask your jobber or write us.

SAFETY DOOR HANGER CO.

Ashland, Ohio, U. S. A.

C. N. & F. W. JONAS, Bialto Bldg.,
San Francisco, Cal., and Equitable Savings Bank Bldg.,
Los Angeles, Western Representatives.



McCAFFREY
FILE CO.
PHILADELPHIA

Established 1863

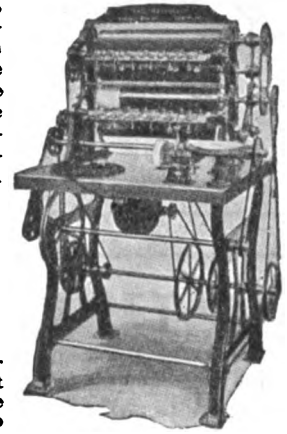
"Highest Award (Medal of Honor) for FILES and R A S P S, Panama-Pacific International Exposition, San Francisco."

Make Your Store A Sharpening Depot

for safety razor blades, scissors, shears, carving, bread and kitchen knives, and small edge tools. During these "War Times" people are economizing in having old cutlery resharpened and repaired. A

HATFIELD COMPLETE SHARPENING MACHINE

will, therefore, pay for itself in a very short time. Many dealers are averaging from \$8 to \$12 per day sharpening safety razor blades with this machine. It sharpens all makes of safety blades and sharpens 12 blades at once in 5 minutes time. Jack Razors, Barber Clips, Scissors, Shears, Knives, etc. We can tell you how to make money with a Hatfield.



HYFIELD MFG. COMPANY
21 Walker Street - - NEW YORK CITY

LEBANON

A Different Bit—A Bit Different



Note the
"Z" Twist
and Quick
Boring Spur

The Lebanon Bits are different—different in such practical, common-sense, value-making ways, that their differences strongly recommend them to experienced dealers and buyers.

They are designed in a different way. With the famous "Z" twist and keen-cutting edges, Lebanon Bits sever the wood like a sharp chisel and bring out the chips without heating.

Lebanon Bits bore from 40 to 60 per cent further with the same number of turns than any other bit on the market, and leave clean, chipless holes behind them.

Dealers and jobbers will find the Lebanon bit, backed by strong sales policy, an exceedingly attractive proposition. Write

The Lebanon Machine Company
Lebanon, New Hampshire

San Francisco:
**DUNHAM, OARRIGAN &
HAYDEN CO.**



Salt Lake City:
E. C. COFFIN CO.
303 Atlas Bldg.

STANLEY G. FLAGG & CO., Philadelphia

ANNOUNCE THROUGH THEIR PACIFIC COAST AGENTS



W. H. GILBERT SALES CO., 918 Hearst Bldg., San Francisco, Cal.



Large Saving in Freights on Their Light Weights

Malleable Iron Pipe Fittings :: Casing Fittings :: Piece Goods

WRITE FOR CATALOGUE

"KATZ" Surface Floor Hinges

Are slow acting, with a positive holdback feature, when opened to 90°; will **INSURE AGAINST ACCIDENT** at closing of door. "KATZ" represents Quality, Durability and Design.



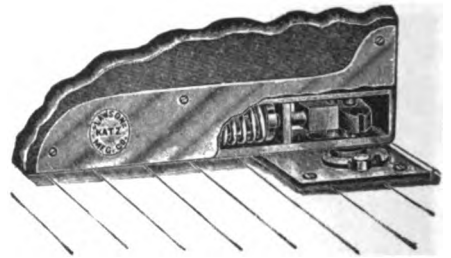
Reg. U. S. Pat. Office

A BETTER HINGE with A BETTER PROFIT. Our Catalogue tells the rest.—Write for it to-day.

Main Office—Factory
CHICAGO

LAWSON MFG. CO.

Branch Office
NEW YORK



"Easy Emptying" Grass Catchers

"Favorably known
the world over"
now made with

**Re-Inforced
Non-Slipping
Bottom**

*Rigid Light
Durable*

Many exclusive
patented features
and strong selling
points explained in
Catalog No. 14.

Write for it



Some of Our Pacific Coast Jobbers
California Hdw. Co. Pacific Hdw. & Steel Co.
Falling-McCalman Co. The Schaw-Batcher Co.
Moneymon Hdw. Co. Schwabacher Hdw. Co.
Kelley-Mason Hdw. Co. Seattle Hardware Co.
Marshall-Wells Hdw. Co. The Thomson-Diggs
Co. Co.
Dunham, Carrigan & Hayden Co.

The Specialty Mfg. Co.
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The Parker Line **8**
of

Wire Goods

ARE KNOWN ALL OVER THE UNITED STATES

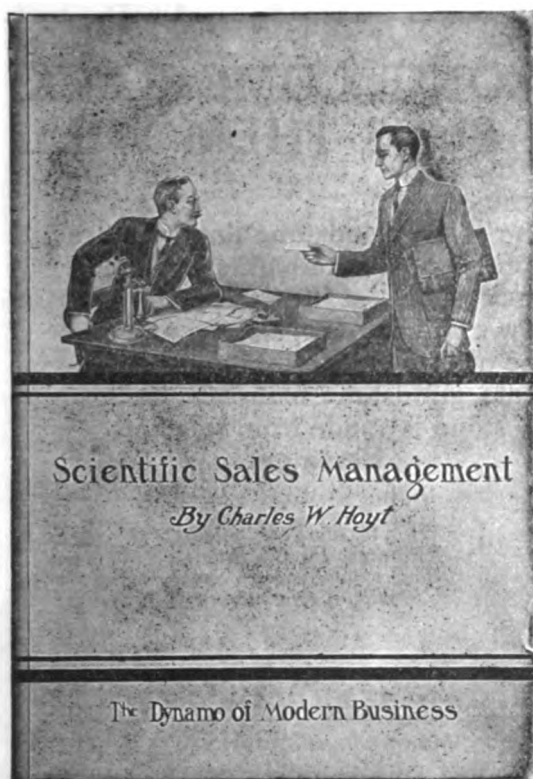
*They are Standard,
Well Finished, Well Packed
and Sharp Threads*

TRY US WITH YOUR NEXT ORDER



**Parker Wire
Goods Co.**
Worcester, Mass.





If You Employ or Direct Salesmen, You Need this Book.

RESULT OF TWENTY YEARS EXPERIENCE

Mr. Hoyt, the author of "Scientific Sales Management," has had an unusually broad and successful experience in every phase of selling work. Immediately after graduation from Yale University, he went on the road selling goods. In a few years he entered the employ and soon became a sales manager for one of the five largest and most successful corporations in America—a concern whose selling efficiency is the envy of every business man who has any dealings with them.

Not a Treatise on Selling or a Text-Book for Salesmen, but a Guide to Management

This book contains 204 pages, size 6x9 inches, liberally illustrated throughout and having eight special colored inserts; printed on white antique book paper in a new, clear face of old-style type; bound in high-grade black cloth, richly stamped with gold.

PRICE, \$2.50

Including 1 Year's Subscription to "Hardware World"

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415 Exchange Bldg. Los Angeles, Cal.	507 Pioneer Bldg. Seattle, Wash.	204-206 Scott Bldg. Salt Lake City, Utah



Why You Should Sell The PITTSBURGH Door Hanger

Sliding doors which balk, stick and jump the track—barn doors which blow down in heavy storms—hangers and track which quickly rust and break—which freeze up in winter and refuse to budge—these have been sources of nuisance for years.

With the PITTSBURGH Door Hangers and Track none of these things can happen. They put an end to sliding door trouble. And the easy-running hanger is the easy-selling hanger.

Bringing the Farmers Into Your Store

Our advertising in the leading farm papers is teaching thousands of farmers every week the advantages of having their sliding doors hung with the Pittsburgh Door Hanger and Track. In order that McKinney dealers may make the most of this advertising we have prepared a number of sales helps consisting of store signs, counter cards, attractive folders and a series of electrotyped advertisements for use in local newspapers.

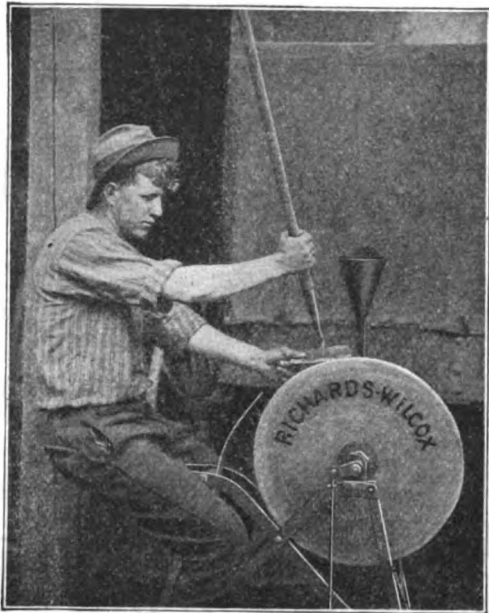
NOW, when farmers and dairymen are getting ready for the storms of winter, is just the time to call their attention to this strong, dependable door equipment. Write for folder giving full explanation of our dealer proposition. There's business to be had—let's get together and get it.

McKINNEY MFG. CO.

Makers of Hardware

PITTSBURGH, PENNA.

R-W GRINDSTONES WON'T COME BACK THE CUSTOMER WHO BUYS THEM WILL



The R-W Grindstone line includes stones of assorted grits in fifteen stock styles of front treadle and power grindstones; also a complete line of loose grindstones and separate grindstone fixtures. Each stone is made from selected Berea grit.

Write for illustrated folder
"Pointers for Grindstone
Buyers" and prices. Sent
without obligation.

Richards-Wilcox Manufacturing Co

SAN FRANCISCO
LOS ANGELES
NEW YORK
CHICAGO

AURORA, ILLINOIS, U.S.A.

Richards-Wilcox Canadian Co., Ltd. London, Ont.
"A hanger for any door that slides"

PHILADELPHIA
MINNEAPOLIS
BOSTON
ST. LOUIS

GARDENS — GARDENS — GARDENS



Never—were there so many people engaged in Gardening.

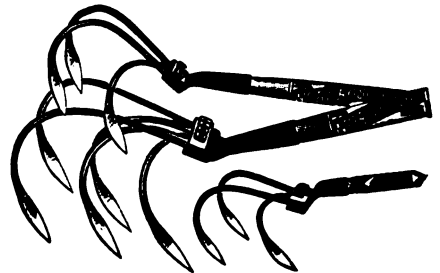
Increased production, is our Country's cry. "NORCROSS" GARDEN CULTIVATOR-HOES AND WEEDERS are playing an important part in this Nation-wide movement. They are favorite tools; but—the demand almost exceeds the possible supply.

DEALERS: Don't delay your orders.

Jobbers are buying heavily, that you may be supplied. Early buying may pay you big dividends.

Remember the name—"NORCROSS."

C. S. NORCROSS & SONS
Manufacturers BUSHNELL, ILL., U. S. A.



Sell the Coleman "Quick-Lite"

This newest Coleman Lamp is the best seller yet. So simple, economical and safe, that customers buy quickly. Every sale means a liberal profit to you.

LIGHTS WITH A MATCH

The Coleman "Quick-Lite" is the most wonderful lamp to handle. No torch needed. Lights with ordinary matches like any plain kerosene lamp. Makes and burns its own gas from common gasoline or kerosene. Gives a brilliant, steady light of 300 candle power without glare or flicker—more light than 20 old style oil lamps. Can't explode. No danger if tipped over. Very ornamental and comes in variety of styles.

Dealers wanted in all parts of the country. Write at once for catalog 36 and agency proposition. Address nearest office.

THE COLEMAN LAMP COMPANY

Wichita, Kans., St. Paul, Minn., Toledo, Ohio, Dallas, Texas, Chicago, Ill.

Auto-Wheel CONVERTIBLE Roadster

Just Invented and Patented

Here's a worthy partner for the famous Auto-Wheel Coaster. It's two wagons in one—a Coaster and a Roadster. Turn up the sides and it's a real Roadster—turn them back and it's a regular Coaster.

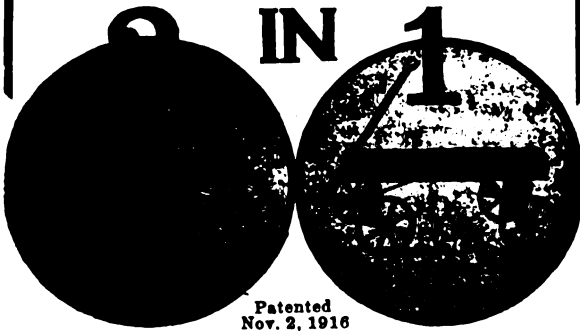
Every boy who sees one of these wonderful wagons is going to want one, and what's more, every boy is going to be looking for the dealer in his neighborhood who sells them because a big advertising campaign is now starting, telling hundreds of thousands of boys about this two-in-one proposition.

We refer inquiries from our advertising direct to dealers. Are you on the list?

Write us today for full particulars.

BUFFALO SLED COMPANY

Dept A North Tonawanda N. Y.
Factories: North Tonawanda, N. Y., and Preston, Ont.
New York Office: 108 Chambers Street.
Pacific Coast Representatives: Pacific Sales Co., San Francisco; D. L. Herman, 214 Maritime Bldg., Seattle.



Our Vise Campaign Is On!

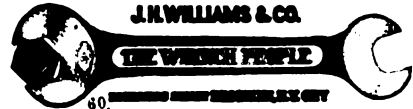
Your Local Gas Company Will Soon Buy Williams'

"VULCAN" Chain Pipe Vises



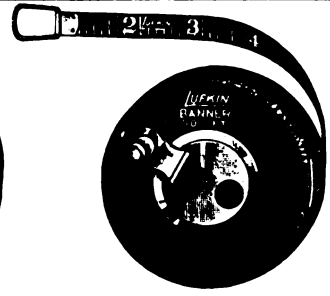
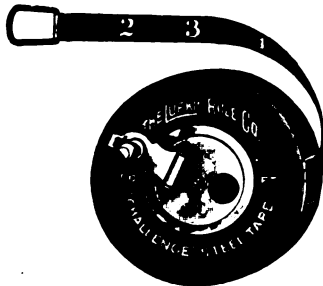
"VULCAN" No. 2 long ago won favor on every one of the Brooklyn Union Gas Co.'s 41 service carts

ALL the principal national gas journals will now emphasize the exceptional value of "VULCANS" in gas line installations. The message brings opportunity to all dealers who will follow the trail that many of America's leading gas companies have blazed before them.



WESTERN OFFICE AND WAREHOUSE: 46 SOUTH CLINTON STREET, CHICAGO, ILLINOIS

AN
UNEQUALED
ASSORTMENT
FOR
HARDWARE
STOCK



In every race there's a "CHALLENGE"

and a "RIVAL"

and a "BANNER"

LUFKIN

AND WITH THESE LINES ON HAND YOU CAN LAND EVERY PROSPECT
TAPES, BOXWOOD and SPRING JOINT RULES

Stand on Records of
PERFORMANCE as well as
a GUARANTEE
Stocked by Your Jobber

THE LUFKIN RULE Co.

SAGINAW, MICHIGAN
196 Lafayette St., N. Y.
Send for Catalogue

WAGNER Trolley Overhead Carrier

FOR GARAGES, SHOPS AND FACTORIES.—A simple, practical, efficient hoisting and carrying device for handling heavy objects. Will pay for itself many times over in any garage, shop, factory or store where heavy objects must be handled. With this outfit one man can handle any object weighing up to 700 lbs. Two or three men can move a ton. Outfit consists of the Wagner Self-Cleaning Track, roller-bearing tandem carrier and centre pull triple sheave hoist. Write for prices. Also ask for the Wagner 96 page catalog of Barn Door Hangers, Trolley Tracks, Studding Sockets, Hardware Specialties, Sleds and Non-Tipping Coaster Wagons.

WAGNER MFG. CO., DEPT. C, CEDAR FALLS, IOWA



YOU ^{MR.} DEALER WANT

**Insurance that Protects You
Against Loss and at the same time
as Low as Insurance can Safely be written**

The Washington Hardware & Implement Dealer's Mutual Fire Insurance Association, of Spokane, Washington, is conducted by hardware and implement dealers for their sole benefit and protection

You Can't Afford to Experiment

with methods and plans and theories that may be considered all right today and tomorrow may change

Look at this Record of Premiums Returned by us:

Dividends paid: 1907, 25 per cent; 1908, 33 1-3 per cent; 1909, 33 1-3 per cent; 1910, 33 1-3 per cent; 1911, 33 1-3 per cent; 1912, 35 per cent; 1913, 35 per cent. Thirty-five per cent of premiums on policies expiring during the present year is to be returned to the policy holders.

Can give you a list of thousands of satisfied policy holders.

Insures Store Buildings, Stocks, Dwellings and Household Goods belonging to Hardware or Implement Dealers who are members of their State Association. ¶ Profits returned to Policy Holders in dividends selected Class of Risks. ¶ Equitable Adjustment and Prompt Payment of Claims

ADDRESS

E. E. LUCAS, Secretary

Hutton Building

Spokane, Washington

5 Great Rifle Victories

Were won in the 1917 Indoor Matches, conducted under the auspices of the National Rifle Association, by users of

Peters .22 Cal. Semi-Smokeless Cartridges

CIVILIAN CLUB COMPETITION—Championship won by Peters R. & R. Club Team, of King's Mills, Ohio, 9,925 out of a possible 10,000

COLLEGE COMPETITION—Championship won by Michigan Agricultural College Team, 9,638 out of a possible 10,000

HIGH SCHOOL COMPETITION—Championship won by Iowa City, Iowa, High School Team, 9,517 out of a possible 10,000

HIGHEST INDIVIDUAL RECORD—Made by T. K. Lee, of Birmingham Athletic Club Team, 1,999 out of a possible 2,000

ASTOR CUP CHAMPIONSHIP—Won by Iowa City, Iowa, High School Team, 980 out of a possible 1,000

These decisive wins, with the World's Record of 4,599 out of 4,600 points, made in 1915 and still held by T. K. Lee, clearly indicate that even in the hands of expert marksmen Peters Ammunition will make higher scores than any other kind.

The Peters Cartridge Company, Cincinnati, Ohio

BRANCHES: New York, San Francisco, New Orleans
Pacific Coast Branch: 535-537 Howard Street, San Francisco
Marshall-Wells Hardware Co., Portland-Spokane, Duluth, Winnipeg-Edmonton
Hibbard, Spencer, Bartlett & Co., Chicago, Ill.
Butler & Britain, Inc., San Francisco

THE THOMPSON PEERLESS LAWN SPRINKLER



Brass Lined

All that the name implies and meeting the insistent demand for a **MEDIUM PRICED SPRINKLER THAT WILL NOT TURN OVER** when being moved about at the end of the hose. The eight inch base made of No. 6 galvanized wire and molded in the sprinkler body insures the sprinkler always remaining in the proper position.

A perfect die-casting, made of pure zinc, with brass lining and machine cut threads.

No. 120.

Threaded for three-quarter inch Standard hose couplings.

Manufactured by

Thompson Mfg. Co.

5th Street & Santa Fe Avenue
LOS ANGELES, CAL.

FOR SALE BY JOBBERS

JOHN A. ROEBLING'S SONS CO OF CALIFORNIA

Manufacturers of

WIRE AND INSULATED WIRE WIRE ROPE

Telephone
 Main 84

Galvanized Netting
 Wire Cloth
 Glass & Porcelain Insulators
 Nails and Barb Wire
 Brackets, Pins, Etc.
 Wire Rope, Fittings
 Expanded Metal & Wire Lathing

82 Fourth Street, **PORTLAND, OREGON**
SAN FRANCISCO, CAL.
LOS ANGELES, CAL. **SEATTLE, WASH.**

WHY NOT SEEDS

You handle a full line of Garden Tools and accessories.

Why not the "Makins" Garden Seeds?

We furnish them in packets, including a neat display case in which they sell themselves; also in bulk—and don't forget Onion Sets and Grass Seed.

Write us regarding this profitable line, for terms and prices.

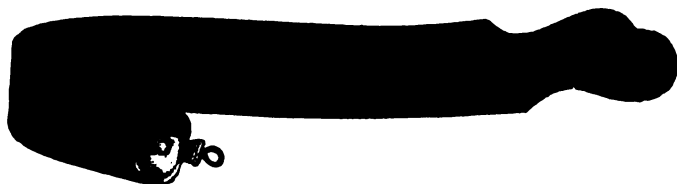
Aggeler & Musser Seed Company
LOS ANGELES, CALIFORNIA



Pike Line

PIKE INDIA OIL STONES

Fast Cutting, the Best all around Stone for general Mechanics. Made in all shapes.



STROPS and HONES Pike India Razor Stropps and Hones

We manufacture the best line Razor Stropps on the market. Pike Swaty Razor Hone known the world over.

A Full Line in San Francisco Warehouse

Pike Manufacturing Co., Pike, New Hampshire

A. W. PIKE & CO., Agents, 711 Mission Street, San Francisco

QUALITY, plus SERVICE, equals SATISFACTION

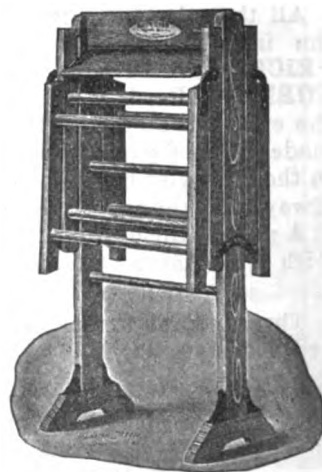


Made in three sizes:
10, 14 and 22 Qt.

In offering you our line of goods, we are offering you **QUALITY** and **SERVICE**, and complete Satisfaction comes only in the selection of goods that have stood the test of time. In stocking our goods, you get this **SATISFACTION**.

Our **EAGLE MOP WRINGERS** and **BUCKETS COMBINED**, and **SUPERIOR FOLDING WASH BENCHES** have the reputation of never failing to satisfy. You will find these two lines, quick sellers and big profit producers.

Our products are built of high grade material and are guaranteed against all defects. The increasing demand for these goods is conclusive evidence that they are the Standard of Comparison, the Highest point of Mechanical Skill, and the Acme of Perfection.



Will hold a 10, 11 or 12 inch clothes wringer.

THE EAGLE WOODENWARE MFG. CO.

Manufacturers,

Hamilton, Ohio - U. S. A.

COLT FIREARMS



On the battle-field—in the preservation of law and order—the protection of home and country—whenever and wherever armies or individuals have had to enforce right with might—COLT'S FIREARMS have been creating, building and maintaining a reputation for merit, efficiency and reliability, that has resulted in a position of unquestioned superiority.

(1836-1917)

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San Francisco

Colt's Patent Fire Arms Mfg. Co., Hartford, Conn., U. S. A.

EGGS and POULTRY are HIGH PRICED



Why not offer your people the kind of incubator and brooder they want? Most people are acquainted with the Old Trusty incubator and brooder. They are used in every poultry locality and are the most advertised incubator and brooder manufactured. Let us send you prices, terms, etc. Catalog free on request. An early start means bigger success. Poultry raising customers, who use Old Trusty, run fewer accounts and pay oftener. Sell two or three Old Trustys to one or none of other kinds.

M. M. JOHNSON CO.

- Clay Center, Nebraska

BURNT IVORY BRAND Second Growth Hickory Handles

Special attention given orders for hand made Axe, Pick, Sledge and Hammer Handles.



IVORY HANDLE
COMPANY,
Hope, Arkansas

WHITON HARDWARE CO

SEATTLE

Wholesale Hardware

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 $9\frac{1}{2}$ x $11\frac{3}{8}$ in size and 2 in. in thickness.
A Handy Book for Ready Reference.

Now Ready for Distribution

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WE HAVE IT

HONEYMAN HARDWARE CO.

Ninth and Hoyt Fourth and Alder
PORTLAND, OREGON

White Mountain Refrigerators

"The Chest with a Chill in It"

The Preferred Favorite among thrifty Housewives

"In Over a Million Homes"

—GARDEN HOSE—**Perfection Dangler & Quick Meal Oil Stoves****Auto-Vacuum Ice Cream Freezers****White Mountain Ice Cream Freezers**

Domestic Science

Fireless Cook Stoves**"Jupiter" Lawn Sprinklers**

A Real Rainmaker that will Thoroly
Sprinkle a Tract of Ground from
40 to 80 feet in Diameter.

FINE FISHING TACKLE

Dux-Bak, Camp-It and Alladin
Outing Clothing



DU PONT

Sells at Sight

Dupont, Ballistite or Schultze Powders are known **EVERYWHERE**—they sell at sight. Shooters know Du Pont Powders are right. The name Dupont, Ballistite or Schultze

On the Top Shot Wad

or on the box label is a guarantee of powder superiority.

Du Pont Sporting Powders are widely advertised, sell quickly and always satisfy the most critical customer.

Specify Dupont, Ballistite or Schultze Smokeless, and Du Pont Black Sporting,—the powders which sell at sight.

E. I. du Pont de Nemours & Co.

Powder Makers Since 1803

WILMINGTON DELAWARE

**NEW HAVEN
JUNIOR
TATTOO**

With Radium Dial and Hands

The Popular One-day Intermittent Alarm Clock

The Radium Dial for night use and the Intermittent Alarm features make a combination of usefulness which will appeal to anyone requiring an alarm clock. The radium material used on the dial and the hands is of the highest quality, and guaranteed to last several years.



The clock is only 3¼ inches high and has a 2-inch dial. Alarms intermittently in 20-second intervals for five minutes.

The daintiest and most useful clock on the market. Just right to "slip in the grip."

MORGAN & ALLEN CO.

150 Post Street
San Francisco, California

GRIP TITE

THE NEW PREPARATION

FOR SLIPPERY GOLF GRIPS

Re-Viscolizes the Leather

RECOMMENDED

by all good golfers and professionals. FIVE drops does the work. Nothing like it ever offered before. Retail for 35 cts. per tube. Write for sample and jobbers' discounts.

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Pacific Coast Distributors
RALPHS-PUGH COMPANY
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We manufacture everything from dependable hand fire extinguishers to large chemical engines and chemical tanks for fire department service. There's good profit in being our agent. We carry the stock. Write us for catalog and special hardware discounts. Manufacturers of Fire Apparatus. **O. J. CHILDS CO., Utica, N. Y.**

JENSEN-KING-BYRD CO.

Spokane, Washington

HARDWARE JOBBERS

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CONGRESS AUTO TIRES

GUNS, AMMUNITION, FISHING TACKLE

A. M. Holter Hard- ware Company

Established 1867

HELENA, MONTANA

WHOLESALE

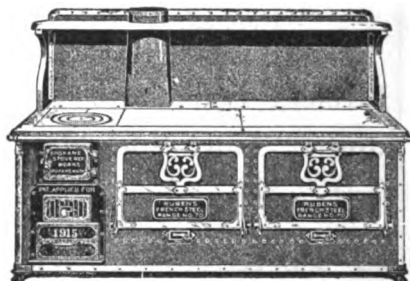
Hardware, Sporting Goods

Ammunition

Blacksmiths' Supplies

Pipe
and Fittings

Mill and Mine Supplies



Spokane Stove & Furnace Repair Works, Inc.

Manufacturers and Jobbers of
Rubens and Empire French Wrought
Steel Portable Ranges for Hotels
and Restaurants

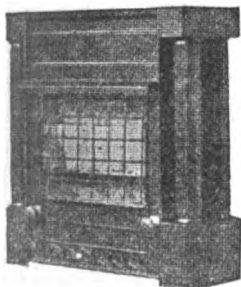
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backs, Grates, Centers, Covers,
Waterfronts, Dampers, Knobs, Stove
Putty and Stove Polish.

Complete Line Always in Stock
Jobbers and wholesalers of repairs.
We make prompt shipments.

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Phone Main 1790

Send for our order blanks



Say Mr. Dealer

Did you know we
manufacture Gas
Heaters and Grates?

Why buy in the
East, we can give you
better service, a bet-
ter heater and the
profit will suit you.

We sure would like
to have you ask us
about our goods.

Minier Gas Heater
Company

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Mason Tool Bag



Wo Manufacture

Mason's, Electrician's,
Plumber's Tool Bags, Au-
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Coal Bags, Horse's Feed
Bags, Couch Hammocks,
Carpenter's Aprons,
Grass Catchers and other
Specialties.

Send for Catalogue

EXCELSIOR BAG
& MFG. CO., Inc.

TROY, N. Y.

PIONEER HARDWARE DEALERS OF THE STATE OF WASHINGTON

FORTY-NINE YEARS OF CONTINUOUS SUCCESSFUL HARDWARE MERCHANDISING

"GOOD SERVICE"



DISTRIBUTING ALL LINES OF GENERAL HARDWARE, SPORTING GOODS AND KINDRED LINES

THROUGH THE DEALER SCHWABACHER HARDWARE CO.

MAIL ORDERS ALWAYS SHIPPED PROMPTLY

BEST POSSIBLE SERVICE

SEATTLE, WASHINGTON



THE GILSON WEEDER

"REPLACES THE HOE"

Sells on sight and nets you a handsome profit.

The moment a garden owner glimpses the brand new features of the "Gilson"—the new combination weeder—cultivator and rake—with its oscillating double-edged blade (which "clips" the weeds and loosens the soil on either stroke) and its long-tined reversible rake—the sale's as good as made.

Comes in four sizes suitable to field, garden, truck patch or flower bed. Affords a liberal profit to the dealer.

For illustrated Catalog and complete information address:
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The complete, compact, distinctive line in handy household cans—full-size, full-measure. **RETAILS 15 CENTS**—no larger sizes. Big Value for user; **Big Profit for You.** A popular seller with Hardware trade. Assortments contain all 29 colors; Display matter included.

Dealer's Assortment (30 Doz.)	.....\$33.00
Jobber's Assortment (12 Doz.)	.....\$13.80
Open Stock, all colors, per gross	.....\$14.40

2% Freight allowance, F. O. B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

MONTAUK PAINT MFG. CO.

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Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.



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(Can be Scrubbed)

For Walls and Ceilings

MANUFACTURED BY

THE BRININSTOOL CO., LOS ANGELES.



HAMMOND LUMBER COMPANY

WHOLESALE HARDWARE

Specializing in BUILDERS' Hardware

Sargents Locks and Hardware,
Nails, Bolts and Barbed Wire,
Beaver Board, Black Rock Board and
Upson Board.

Galvanized and Painted Corrugated Iron,
Northwestern Expanded Metal Lath.
Composition Roofings, Felt Insulating and
Building Paper.

Full and complete lines of these materials stocked in carload quantities.
We solicit your inquiries.

Offices and Warehouses, Twentieth and Alameda Streets - - Los Angeles, California



BEAUTIFY FURNITURE
PROTECT FLOORS and Floor
Coverings from injury by using
GLASS ONWARD SLIDING
FURNITURE SHOE
In place of Castors

If your dealer will not supply you
write us.

ONWARD MFG. CO.
Menasha, Wis. Kitchener, Ont.

"ANSONIA" NAIL CLIP 10c.

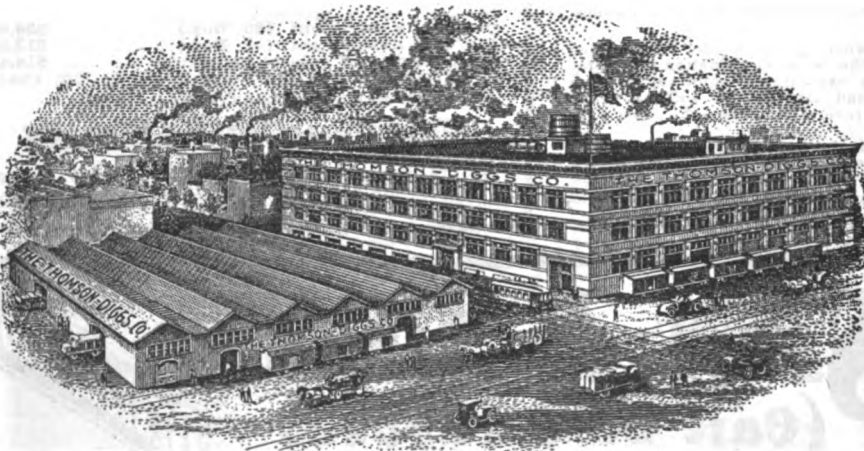


Made by the makers of the "Gem" nail Clipper. Twelve in a box or 12 on a display card. Fast ten-cent sales. Big Profit Write

H. C. COOK CO. - ANSONIA, CONNECTICUT

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSE-
HOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL

If you are one of
our customers you
know them.

If you are not one
we want the oppor-
tunity of showing
you why it will be
to your interest to
send us your orders

NOW READY!

Pioneer "Leader" Roofing

Get your order in quick and be prepared to supply the demand for "the biggest value in *Roofing* ever offered"

- a real leader.
- a standard quality.
- made by a reliable house.
- sold everywhere at \$2.00 a roll.
- and it's guaranteed.



NOW you can go after the Roofing business in your locality—and get it.

You can offer your customers **PIONEER LEADER ROOFING** at \$2 a roll without fear of being under-sold, and you can bank on its giving perfect satisfaction. \$2 will be the standard price everywhere—a price that affords you a living profit.

WRITE TODAY FOR QUOTATIONS

PIONEER PAPER COMPANY

Manufacturers Since 1888

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TOOLS



A few mechanics' tools along with other hardware from a local jobber keeps the INVESTMENT down and SALES possibilities up.



Strevell-Paterson Hardware Co.
SALT LAKE CITY, UTAH

Wholesale Only

H-W-1

The Schaw-Batcher Co.

SACRAMENTO, CAL.



WHOLESALE HARDWARE

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Canton Steel

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Builders' Hardware

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Supplies

333—WAYS OF GETTING TRADE—333

"SALES PLANS"

A collection of three hundred and thirty-three successful plans that have been used by retail merchants to get more business

This Book is 6½ x 9 inches in size, contains 282 pages, printed on best paper and fully illustrated with reproductions of advertisements, circulars, posters, letters, etc.

Substantially Bound in Cloth
Price, Including Hardware
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Shipped anywhere, charges prepaid, upon receipt of price



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Souvenirs and Premiums
Getting Trade Through
Children
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Needlework Contests
Voting Contests
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Broadway and Olive Sts.,
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ADDRESS NEAREST BUSINESS OFFICE
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San Francisco, Calif.

388 Taylor Street
Portland, Oregon

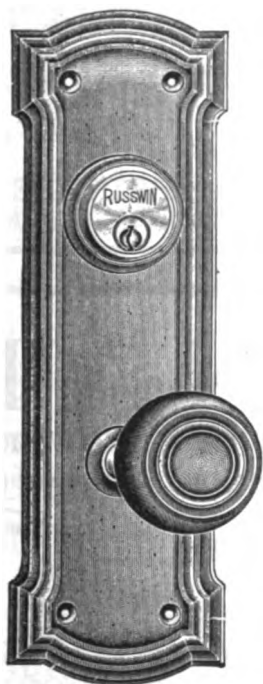
507 Pioneer Building
Seattle, Wash.

204-207 Scott Building
Salt Lake City, Utah

415 Exchange Building
Los Angeles, Calif.

RUSSWIN

Locks and Builders' Hardware



We are now carrying in stock a complete line of **RUSSWIN** Locks and Trim in both Bronze and Steel Designs, put up in neat boxes with factory labels and numbers.

Our stock is complete and ready for delivery.

Place your order now.

**Dunham, Carrigan & Hayden
Company**

SAN FRANCISCO

CALIFORNIA

RUBBERSET

(TRADE MARK)

PAINT BRUSHES



are selling so rapidly that our factories—the largest in the world—are taxed to the utmost. But no matter how great the demand may be we will never sacrifice for mere volume, one single detail in the superior quality which gave RUBBERSET Brushes

The Gold Medal

highest award for brushes at the
Panama-Pacific Exposition

This award *proves* RUBBERSET best. Are you pushing the best and best selling brushes?

RUBBERSET COMPANY

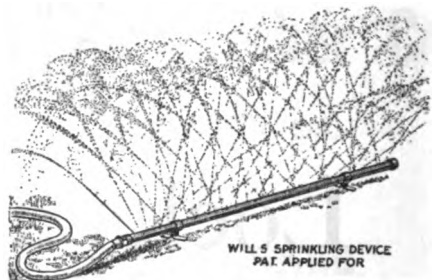
(R. & C. H. T. CO., Props.)

Factories - Newark, N. J.

Pacific Coast Branch, 682 Mission Street
San Francisco, Cal.

Full Toilet Brush Line Carried at San Francisco Branch. Write for Prices, Catalog, Etc., on Shaving and Paint Brushes

WILLS Scientific Sprinkler FOR LAWNS AND GARDENS



Three Superior Qualities
Durability—Efficiency—Cheapness.

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust—No Leaks—Solid standards—securely attached. No bending or breaking. Hose connection BEST made.

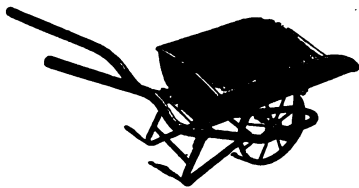
The Spray is distributed equally covering every space and corner.

Made in all Lengths, and to suit any pressure. Guaranteed for 10 years' service if properly cared for.

Ask your Jobber or send direct to the Factory for our descriptive folder.

WILLS SPRINKLER CO.

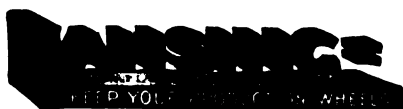
607 CROCKER STREET, LOS ANGELES, CAL.



**CONTRACTORS IN YOUR
OWN TOWN USE THIS BAR-
ROW.**

**ARE YOU SUPPLYING
THEM? ASK FOR PRICES.**

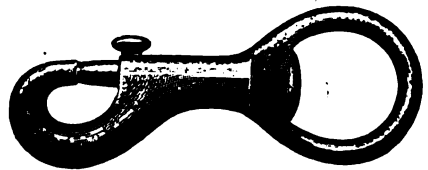
**WAREHOUSE TRUCKS, CASTERS,
CONCRETE MIXERS, SCRAPERS,
HAND CARTS, FIBRE WHEELS,
MILK CARTS, ETC., ETC.**



**338-348 Brannan St. near 2nd
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**FOR THE HARDWARE MAN
FROM THE BEST LINE MANUFACTURED**



NO. 50 SWIVEL SNAPS

1 in All Regular Sizes from $\frac{1}{2}$ to $1\frac{1}{2}$ Inches



TROJAN OPEN EYE SNAP

Nos. 520 Bit, 521 Chain, 522 Trace

Sold by All Jobbers

**COVERT MFG. CO.
TROY, N. Y.**

Household Goods and Kitchen Utensils

New Complete Stock

Glacier Refrigerators
One Piece, Porcelain Lined

Furniture City
Refrigerators. White Enamel Lined

White Mountain
Ice Cream Freezers

Gas Hot Plates
and Shelves

Bath Room Fittings

Paint and Varnish
Brushes

Household Brushes
All Kinds

Viko Aluminum Ware

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Universal Electric
Percolators, Flat Irons
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American Clothes
Wringers

Washing Machines

Hand Power
Vacuum Cleaners

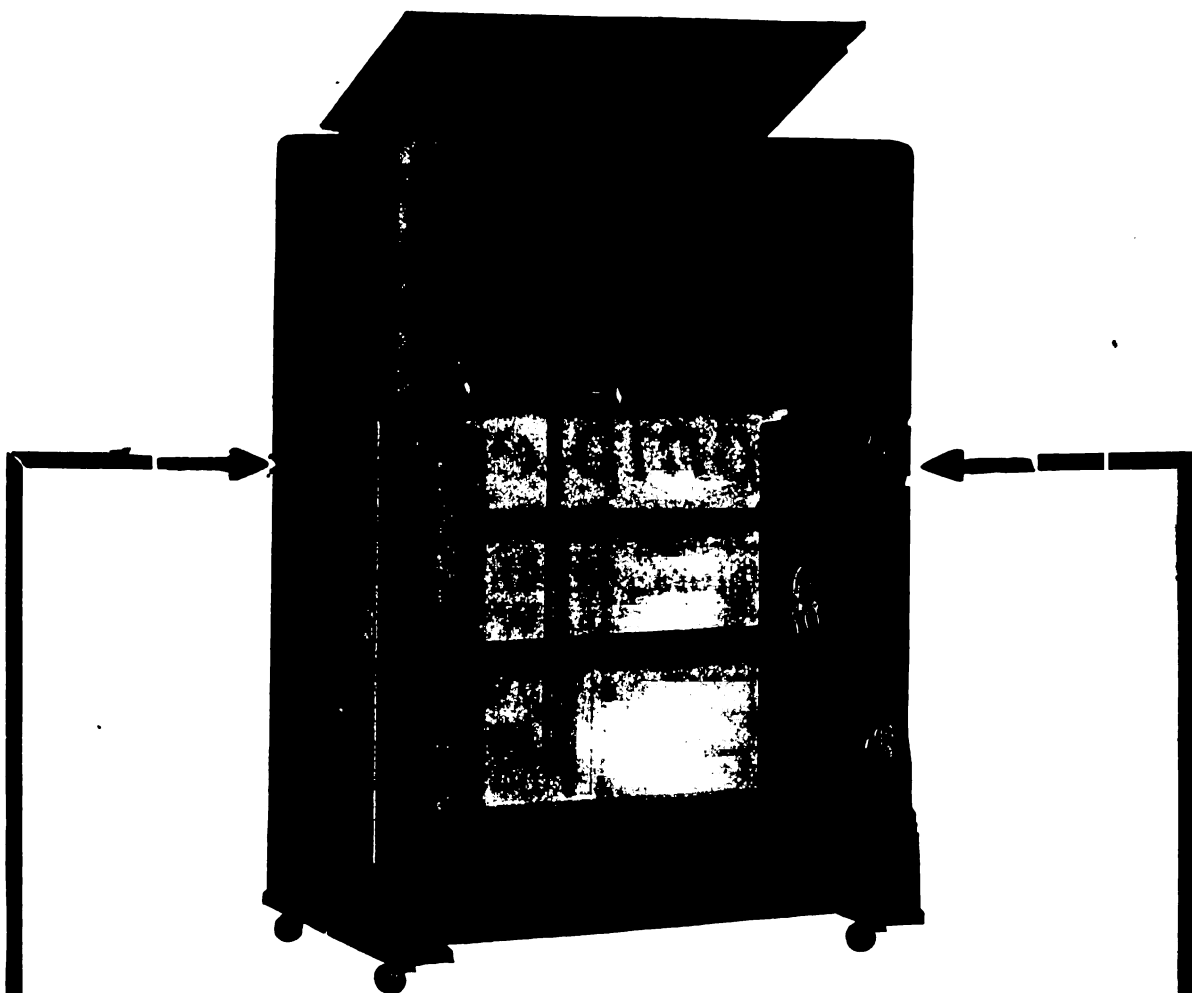
Royal Steel
Enamel Ware

Wooden Ware, Chair
Seats. One of Our Specials

The Princess Electric
Iron. Full nickel finish. Guaranteed for 5 years. The price is low

*Write for Descriptive Matter on Anything in the House Furnishing Line.
Our Prices Will Interest You.*

BAKER & HAMILTON SAN FRANCISCO
CALIFORNIA



THE MONARCH

(Trade Mark Reg. U. S. Pat. Office)

REFRIGERATORS

Made in Zinc, White Enamel Porcelain and Seamless Porcelain Lined. Handsome Strongly-made, Up-to-date Refrigerators at prices which net you a good profit.

Ash and Oak Cases. Strong, removable Air Flues. Removable Waste Pipe and Trap. Retinned Wire Shelves, bright as silver. Strong Hardware in Roman gold and nickel plate. Good Casters.

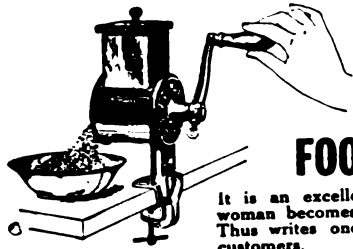
An old established line—on the market 25 years. Has always been a good seller in large and small stores, because it looks right and is reliable—there are no come-backs.

"It's the Frigid 'Frigerator"—the "Box that's on the Boom."

Large Stock Carried in Los Angeles

UNION HARDWARE & METAL CO.

Distributors for California, Arizona and Nevada. LOS ANGELES, CALIFORNIA



We find it easy to
sell the

"Climax" FOOD GRATER

It is an excellent article and every
woman becomes infatuated with it.—
Thus writes one of our enterprising
customers.

HE IS MAKING MONEY! Acquire the same habit and write
TODAY for prices.

Schlichter Manufacturing Co.
HAMILTON, OHIO



THE PACKHAM Stove Pipe Crimper and Beader

MADE BY
THE PACKHAM CRIMPER CO.
MECHANICSBURG, OHIO

If Your Jobber Does Not
Carry It, Write Us

Sedgwick Hand-Power Dumbwaiters and Elevators

Manufactured by Specialists and Guaranteed Send for
Catalog and Discounts.

SEDGWICK MACHINE WORKS
136 Liberty Street NEW YORK

WedgeWOOD RANGES

Classic and Capital

MADE FROM



Resists Rust



Agents have an ever increasing
trade that Quality made.

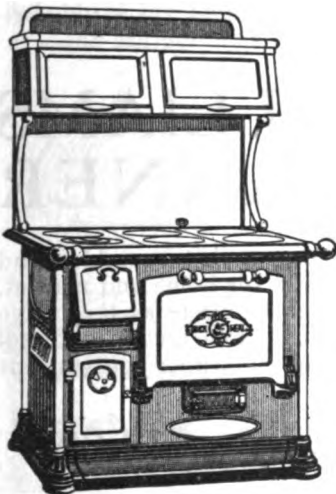
Join the Ranks—

First Step, Send for Catalog 36

Jas. Graham Manufacturing Co.

Largest Stove Makers in the West

San Francisco and Newark, California



"QUICK MEAL"

All Blue Porcelain Enameled and
Black Porcelain Enameled Ranges
are "Rust Proof," "Sanitary" and
Easy to Keep Clean, being Enam-
eled Inside and Outside.

Not affected by the Hottest of Fires.

Write for Catalogue and
Agency

Ringen Stove Company Division of American Stove Company

C. H. SCHIECK, Pacific Coast Agent

715 Indiana Street, near 19th

SAN FRANCISCO, CALIFORNIA

WARE THAT WEARS AND SELLS

CORCO
REGISTERED

NESTABLE GARBAGE CANS

Light, though strong enough to put up with unusual abuse, these cans are just the sort of kitchen friends Mrs. Average House-Wife is looking for.



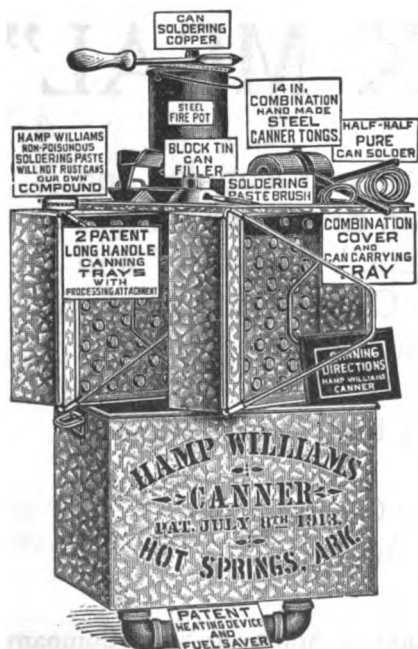
CORCO
REGISTERED

NESTABLE GARBAGE CANS

Are made in four sizes, each slightly over 4, 6, 8 and 10 gallons. Both cans and deep covers nest perfectly for shipping and displaying in small space. Look for the CORCO Label.

Whitaker-Glessner Company
WHEELING CORRUGATING DEPT.
Wheeling, W. Va.

Branch Offices and Stores
New York St. Louis Philadelphia Kansas City
Chicago Richmond Chattanooga



Hamp Williams has worked two years industriously equipping a factory to manufacture the

HAMP WILLIAMS HOME CANNER

so that the people may can their vegetables and fruits in tin cans or glass jars for home and market, and not let them rot and go to waste as they have been doing. This Canner complete and with directions how to can everything, on which you can put up 500 cans daily,

Retails for Only \$14.00

Every Retail Hardware Dealer in this country should have one of these canners in his front door. It would be worth many times its cost as an advertisement for people to talk and think about. Order one and get the agency for your town.

HAMP WILLIAMS HARDWARE CO.
Manufacturers **HOT SPRINGS, ARKANSAS**



2 BROOMS IN 1

An entirely new product from an old reliable company. Outsell the ordinary broom so rapidly it is hard to keep up with the demand.

Lee Broom & Duster Company, Lincoln, Neb.

Hardware Dealers

Now is the Time to Canvas Your Trade for

STOVE REPAIRS

We Can Furnish You **STOVE, RANGE and FURNACE** Repairs for all makes promptly.

Send today for our **Order Book and Catalogue**. They will make money for you.

HOOVER STOVE REPAIR CO.
205 W. 20th Street - Kansas City, Missouri



GENUINE HUNTER'S SIFTER

The Standard for a Quarter-Century

Order from your jobber.

Sectional View
Showing Construction

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleaning.

THE FRED J. MEYERS MFG. CO.
Bender Street Hamilton, Ohio

Do You Sell Hose Menders?



Improved Perfect Clinching Hose Menders are fast sellers. Made with seamless brass tubes and heavy galvanized clamps. Also all steel retinned. Every clamp is turned inwardly to grip the hose. Prices right.

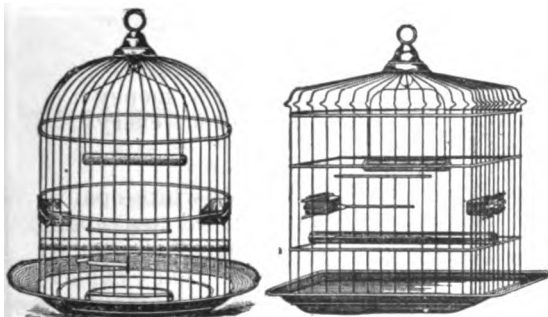
Send for our general catalog—**to-day**.

STUBER & KUCK CO.
Peoria, Illinois

New York Office—154 Chambers Street, J. M. Sherwood, Manager
San Francisco Office—Rialto Building, William P. Horn, Manager

O. LINDEMANN & CO.

35 and 37 Wooster St., New York Established 1863



Parrot Cages Must Be Strong

Ours are Positively the Most Durable

Manufacturers of JAPANNED, BRASS and TINNED WIRE

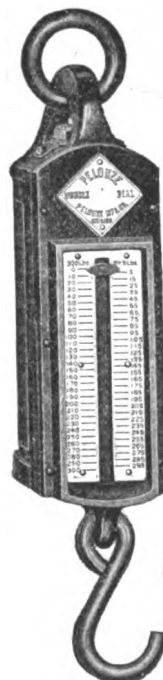
Bird Cages and Cage Sundries

Pacific Coast Representatives

A. L. CONGER CO.

731 MARKET STREET, SAN FRANCISCO, CALIFORNIA

Pelouze DOUBLE DIAL Ice Scales



The new Pelouze "Double Dial" Ice Scales, as the name implies, have double dials which admit of a greater distance between graduations and the dials are therefore more easily read than on any other scales.

They are made of malleable iron throughout. Absolutely unbreakable.

They can be quickly adjusted, if necessary, by removing the steel cap on top and turning the screw slightly—thus insuring a permanent scale.

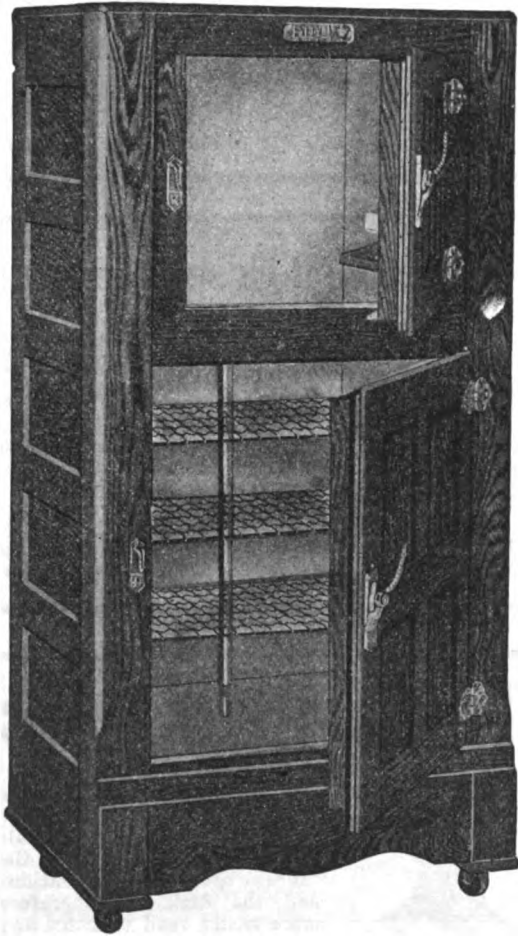
Made to comply with the requirements of the Departments of Weights and Measures.

Made in five sizes.
Write for discounts.
Scales of all kinds.

Pelouze Manufacturing Co.
CHICAGO

EWING-LEWIS CO.
Representatives
San Francisco Los Angeles

BALDWIN Dry-Air Refrigerator



"The Box with the Steady Cold Wave"

Refrigerator

150 Handsome Styles

ASH, OAK, SOFTWOOD CASES;
OPALITE GLASS, VITRIFIED PORCELAIN, AND METAL LINED

"The Cold, Clean Kind"

Baldwin's do better work with less ice than any other refrigerator made. They keep food preserved in the best possible manner, because of their positive one way current of absolutely pure, cold, dry air, moving swiftly around articles stored, and constantly cooling and purifying every square inch of the refrigerator.

Many Baldwin Refrigerators in constant use for 35 years are still giving the utmost satisfaction.

Don't sell a "cheap" refrigerator—it wastes your customer's money and is a source of annoyance every day he uses it.

Baldwin's are lined with snow-white opalite glass 7-16 inch thick; vitrified porcelain, seamless porcelain, white enamel or metal. There are 150 styles in stock. Don't experiment with new makes of unknown quality—sell the Baldwin—the "kind the old folks used."

SEND A POSTAL FOR OUR BIG CATALOG

The Baldwin Refrigerator Co.
·BURLINGTON, VERMONT

YOUR CUSTOMERS WANT THE BOOMER

IF YOU ONLY SHOW IT TO THEM

BOOMER CANNON

Adapted for every use. Is the strongest and most durable Cannon Stove made. Constructed so that a sheet iron drum may be attached, and thus increase the heating capacity.

Made in six sizes,—	1	2	3	4	5	6
Diameter of Fire Pots	13½"	16"	18"	20"	22"	24½"
Weights,	183	240	300	385	525	575

OUR LOW PRICES WILL SURPRISE YOU—Write for them.

THE HESS-SNYDER CO., Manufacturers - - MASSILLON, OHIO

Trade mark "Boomer" Registered—No. 58228

TRINER UNIVERSAL HANGING SCALE

Furnished with a heavy galvanized iron scoop 20 inches long, 12 inches wide, 6 inches deep. Will hold a peck of potatoes or apples. No. 201-G has a white dial protected by glass and nickel rim. No. 201-G.E. furnished with an enameled dial. Four scales packed in a wooden case. Weight boxed for four, 32 lbs.



Write us for descriptive matter. Order through your jobber

TRINER SCALE & MFG. CO.

2714 W. 21st Street, Chicago, Ill.

WM. F. KORN & CO.

Pacific Coast Representatives
Bialto Bldg., San Francisco, Cal.

LOS ANGELES, CAL. PORTLAND, OREGON

Everyone ^{installing Warm} Should Know About the Practical and Exclusive Features Embodied in the LEXINGTON ALL-CAST WARM AIR FURNACE

FURNISHED WITH SINGLE REGISTER EQUIPMENT
IF DESIRED



DO YOU WANT TO KNOW ABOUT THE LEXINGTON?
WRITE FOR OUR DESCRIPTIVE CATALOG

We do not make extravagant claims. As a consequence the Lexington proves a pleasant surprise rather than a disappointment. Lexington dealers are enthusiastic. Lexington users are Boosters.

CULTER & PROCTOR STOVE CO.
Peoria, Illinois
Established 1862

DOMES OF SILENCE

Glide softly, smoothly, silently over any kind of flooring. Save rugs, carpets, floors and furniture. Sizes to fit any kind of furniture.

Sizes for Chairs ¾" to 1¼"



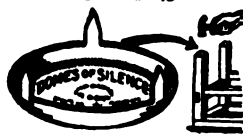
Metallic Bed Slides

Sizes: ¾, 1, 1½, 2 in.

When ordering measure size of bed post.

If round, measure across inside.

If square, measure across inside corners.



HENRY W. PEABODY & CO.

Domes of Silence Division
17 State Street New York

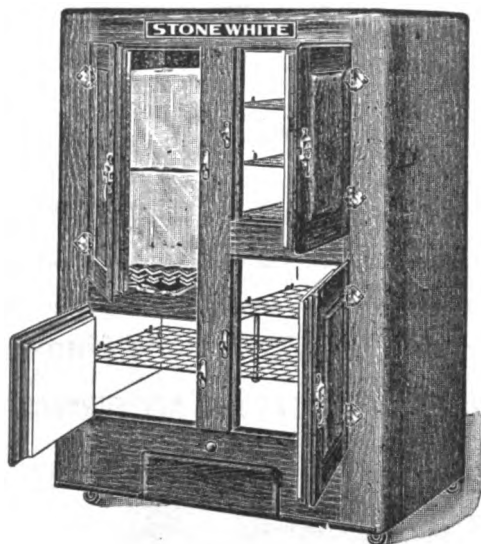
Wood Bed Slide

These wood bed slides made to fit ¾-in. Universal socket. Also specially adapted for heavy arm chairs, etc.

Fits any wood bed. Pull out the wheel caster; insert this slide.



"White Mountain" Refrigerators



"The Chest With the Chill in It"

The "WHITE MOUNTAIN" Refrigerator "In Over a Million Homes" is an artistic and mechanical triumph—the master-work of more than forty years by the world's greatest refrigerator manufacturers. The refrigerating qualities of the "WHITE MOUNTAIN" cannot be surpassed.

"Stone White Refrigerators"

Our perfect "STONE WHITE REFRIGERATORS" are the symbol of unyielding strength, absolute purity and the extreme in economical and convenient refrigeration.

BEAUTIFUL 1918 CATALOGUES MAILED UPON RECEIPT OF APPLICATION.



Maine Manufacturing Company - Nashua, N. H., U. S. A.

The W. F. Boardman Co., 718 Mission St., San Francisco, Calif., Pacific Coast Agents

The Ontario Knife Company, Franklinvile, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once



**BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE**

KNIVES

**KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEST
CLAM
TABLE**

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles.



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware El-an-Ge Enameled Ware and Pearl-Agate Turquoise Enameled Ware

New York

Chicago

Boston

San Francisco

ORONA and O. M. C. ALUMISHINE



Make Satisfied Users of Aluminum Cooking Utensils

ORONA for removing all discolorations and **O. M. C. ALUMISHINE** for polishing burnished surfaces.

One large manufacturer of aluminum states that neither **ORONA** nor **ALUMISHINE** need be purchased expressly for cleaning and polishing aluminum. They are excellent for all other metals, also enameled ware, tiling, furniture, porcelain, glass, etc.

"Truly they are marvelous compounds for all cleaning purposes."



For enameled, china and porcelain bath fixtures, they are recommended by United States Sanitary Mfg. Co. and other manufacturers of high grade ware. Also by the Davis Milk Machinery Co. of North Chicago, Ill.

Orona Manufacturing Company, 224-226 Milk St., Boston, Mass.

PERFECTION DETACHABLE SCREEN DOOR HINGES

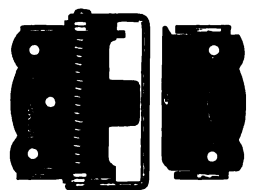
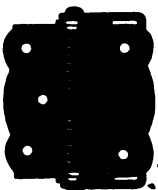
These hinges are easily attached and detached with our new patented locking device. The door can be taken down and replaced in less than half a minute.

Eliminates the annual trouble of "hanging the screens."
Solid When Locked

For sale by all leading jobbers. Write for prices.

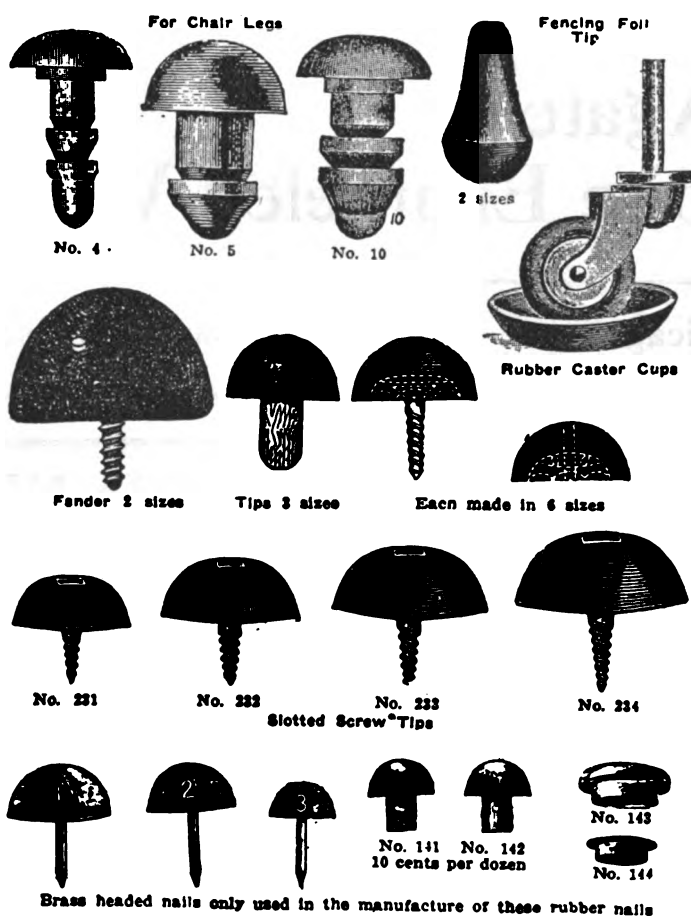
THE HARDWARE SPECIALTIES CO.

Wabash, Ind.



Some High Grade Standard Rubber Tips and Bumpers

That ought to be in your stock



Rubber Tips and Bumpers are in big demand these days—people are beginning to realize the great advantages of their use.

But all tips are not good tips—and a bad tip prevents further sales—further business.

It is up to you, to stock the best and most varied line. Inspect some of the illustrations—there's a tip in our line for every practical tip purpose. You had better investigate—for the sake of good business.

Write today—ask for catalog, prices and terms.

THE ELASTIC TIP COMPANY

370 Atlantic Avenue.

Boston, Mass., U.S.A.



MADE IN OHIO, U. S. A.

ALUMINUM "Real Solid"

ANNOUNCEMENT

The "REAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

A New Line of "REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidity and Durability.

We have eliminated unnecessary expense of CAST ALUMINUM HANDLES, etc., and are putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS—Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market.

Write Today and get our New 1915 Catalog just off the Press.

The Buckeye Aluminum Company
WOOSTER, OHIO

VARIETY

is our strongest advertising point, because variety is the Jobbers' big talking feature, and the immense line of "UNIVERSAL" casters, are the most varied and comprehensive on the market.



PATENTED MARCH 13, 1900.

The "UNIVERSAL" Ball Bearing Oblong Plate caster, has for years been the Hardware Jobbers' leader in his caster sales. Constructed throughout of high grade steel, with strong steel axles, and equipped with large size ball bearings, enabling the caster to revolve smoothly and easily. Made in six distinct sizes, wheels ranging from 1 1/16" to 1 7/8" in diameter, and packed in neat, durable boxes, properly labeled, containing six sets each.



can be furnished in 7 distinct sizes. Samples and prices H. W., upon application.

"A product without a peer!" The "UNIVERSAL" Ball Bearing Grip Neck caster for the past twenty years has been recognized the standard grip neck caster on the market. Constant improvement in its construction, has without a doubt made this the most complete and highly perfected ball bearing grip neck caster. Also made in the "UNIVERSAL" Non Ball Bearing and "UNIVERSAL" Plain Horn patterns, in various finishes, with 22 different kinds of wheels, and

UNIVERSAL CASTER & FOUNDRY CO.
GENERAL OFFICES AND FACTORIES
574-600 Ferry Street, Newark, N. J., U. S. A.

Pacific Coast Representative
MR. EUGENE C. SAUL
Monadnock Bldg., San Francisco, Cal.

Genuine "Empire" Griddles

Cost No More Than Imitation
or Inferior Articles



**BUT they BUILD
UP YOUR TRADE
and SATISFY
YOUR CUSTOMERS.**

Insist on the

**Genuine
"Empire"**

**If You Want Ware of
Uniform and Highest
Quality.**

**Examine Sam-
ples of this Ware
and Prove it for
Yourselves.**

**SOLD by ALL FIRST CLASS JOBBERS THROUHOUT *the* WEST
ORDER THROUGH THEM**

WM. P. HORN CO., PACIFIC COAST REPRESENTATIVES
LOS ANGELES RIALTO BUILDING, SAN FRANISCO, CAL. PORTLAND

NEW YORK STAMPING COMPANY
BROOKLYN, NEW YORK

\$500.00

"WEAR-EVER" Window Display Contest FIFTY-FOUR PRIZES

Please note that one-half the prize money is offered to entries in towns having a population of less than 25,000

Prizes to Be Awarded to Entries from Towns of More Than 25,000 Population

\$50.00 for Best Window Display...	\$50.00
\$25.00 for Second Best Window Display	25.00
\$15.00 for Third Best Window Display	15.00
\$10.00 Each for the Eight Next Best Window Displays	80.00
\$5.00 Each for the Sixteen Next Best Window Displays.....	80.00
27 Prizes.....	\$250.00

Prizes to Be Awarded to Entries from Towns of Less Than 25,000 Population

\$50.00 for Best Window Display...	\$50.00
\$25.00 for Second Best Window Display	25.00
\$15.00 for Third Best Window Display	15.00
\$10.00 Each for the Eight Next Best Window Displays	80.00
\$5.00 Each for the Sixteen Next Best Window Displays	80.00
27 Prizes.....	\$250.00

Note—For every photograph to which prize is not awarded \$1.00 will be paid—for one photograph only from each firm or sender unless special arrangement is made.

THE CONDITIONS OF THE CONTEST ARE:

1. That aluminum utensils appear in the display.
2. That you state on back of photograph the cost of materials other than cooking utensils used in making the display.
3. That display is made between August 1, 1917, and December 25, 1917.
4. That photograph of display—mailed flat—bearing name of store in which display was made, address and date of display, and sender's name is received by us at New Kensington, Pa., not later than January 10, 1918.

Note—Prizes will be awarded to the person who sends us the Window Display, unless

the firm responsible for the display enters the Contest—in which case award of prize will be made to the firm itself.

The "Wear-Ever" Magazine
The Aluminum Cooking Utensil Co.
New Kensington, Pa.

Date.....191.....

Please send to address below printed matter indicated by an "X."

Please mark with "X" printed matter desired

- ☐ Ad Proofs
☐ Window Display Book
☐ Demonstration Book
☐ The "Wear-Ever" Magazine
☐ Catalog of Utensils

Name

Address

City

State

Please address The "Wear-Ever" Magazine, care of

The Aluminum Cooking Utensil Co.
New Kensington, Pa.



THIS PICTURE WON FIRST PRIZE

The advertisement of which the picture above formed a part recently won first prize in a contest among the readers of Sunset Magazine. Besides the prize winner many of the others who wrote letters in the competition selected this advertisement of 1847 ROGERS BROS. ware as the most attractive and convincing. We should be glad to send to any dealer handling the line a reproduction of this picture on heavy cardboard $13\frac{1}{2} \times 19\frac{1}{4}$ inches, with easel back, making a most attractive window or counter card. Write today for card No. 43-W.

INTERNATIONAL SILVER CO., Meriden, Conn.

150 Post Street, San Francisco

LADD Mixer - Churns Are 3 in 1

EACH THE BEST FOR ITS PURPOSE

1. Ladd Kitchen Beater (removable).
2. A Kitchen Mixer for general purposes.
3. A Superior Churn.

Specialize on this article for 50% more profits than on three separate articles. We know this from experience.

Beater Buyers: Every fourth woman wanting a kitchen beater will buy Ladd Mixer-Churn.

Mixer Buyers: Every one chooses Ladd against all competitors and 50% more sales are made by simply demonstrating it.

Household Churn Buyers: Everyone takes Ladd and where shown 50% more for its additional features—a beater and mixer. Our travelers put these into every store; repeat orders follow.

This will be a Sensible Christmas. These are beautiful and most sensible gifts; order early. Two sizes: No. 1, 1 quart; No. 2, 2 quarts.

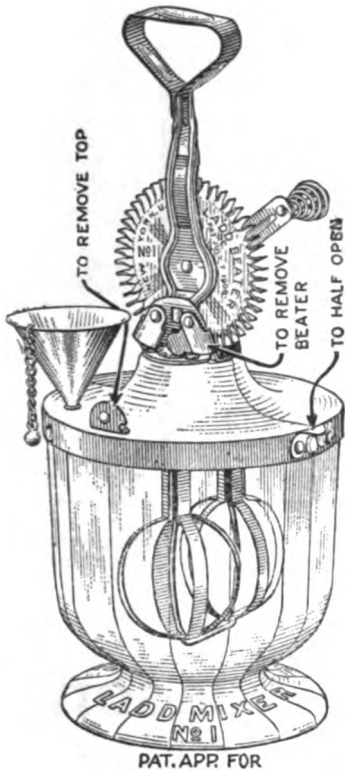
Most jobbers stock; if yours don't write us direct, but by all means, carry these goods continuously.

United Royalties Corporation

1133 BROADWAY, NEW YORK

Western Sales Representatives:

Omer Cox, Underwood Building, San Francisco
Sands & Cox, 207 San Fernando Bldg., Los Angeles
Strimble & Cox, L. C. Smith Bldg., Seattle, Wash.
Jones & Cox, Newhouse Bldg., Salt Lake City, Utah
Taylor & Cox, Ideal Building, Denver, Colorado



The Housewife and the Farmer Need These "ENTERPRISE" Specialties

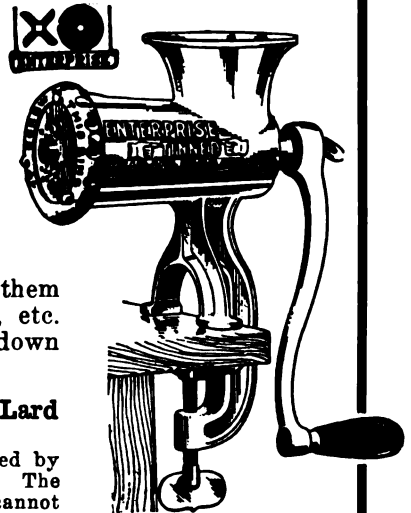
Women, on the advice of their friends, and as a result of the advertising being carried in representative women's magazines, are asking for and insisting upon "Enterprise" products.

"Enterprise" Meat-and-Food Chopper

The chopper with the knife and perforated plate, that cuts the meat into uniform, juicy particles without squeezing it dry. The one that enables the women to utilize cheap cuts of meat and left-overs; making them into croquettes, meat balls, hamburg steak, etc. The kitchen chopper that helps them bring down "the high cost of eating."

The "Enterprise" Sausage Stuffer and Lard Press

in conjunction with the Meat Chopper, is wanted by the farmer who makes his own sausage and lard. The iron cylinder is bored true so that the plate cannot jam. Instantly converted into lard press. Made in nine sizes and styles, 2 to 8 quarts, japanned or tinned. Retail price, four qt. size, japanned \$10.00, tinned \$12.50.



Made in two sizes.
No. 5, Family Size, Retail for \$2.50
No. 10, Large Family Size, Retail for \$4.25

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.



ORDER NOW
For the Fall Painting Season



House Paints, Interior Finishes
Floor and Step Paints
Barn and Roof Paint
Varnishes

Automobile Enamel

Bungalow Paint

Do You Carry WINDOW GLASS?

You should have a stock on hand at all times. We can take care of your wants in the next shipment to you.

AMERICAN WINDOW GLASS

PACIFIC HARDWARE & STEEL CO.
SAN FRANCISCO, U. S. A.

Hardware World

St. Louis, San Francisco, Spokane, Seattle, Portland, Salt Lake, Los Angeles, Helena, Chicago

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Volume XII

OCTOBER :: 1917

Number

THE WORLD IS THE OFFICIAL ORGAN OF THE WESTERN ASSOCIATION

INDEX OF CONTENTS

	Page
Goods In the Window Are Half Sold.....	68
What Policy Should Merchants Pursue?.....	70-73
Push Preserving and Canning Supplies.....	74
You Will Never Sell the Housewife Until You Understand Her.....	75
Pit Falls of the Salesman.....	76
Ideas of Up-to-Date Merchants	80
How War Affects Business in England.....	83
Tax Phase of Liberty Loan.....	84
Business in the War.....	86
Window Advertising.....	88
Obligatory Training and Voting.....	94
A Man in the Making—F. J. Kelly.....	104
A Tire Man Who Never Tires—F. R. Goodell.....	108
How Many Tires Are You Selling of These Millions?.....	110
New Goods and Specialties.....	124-128
Business Opportunities.....	129
Plumbing and Heating.....	130
How Edison Got His Start.....	132
Overhead Expense Items in the Warm Air Heating Business.....	136
Study of the Different Types of Pipes Used in Disposal of Rain Water....	140
RETAIL SELLING PRICES.....	146-156
AUTOMOBILE ACCESSORY DEPARTMENT.....	102-123

GOODS IN THE WINDOW ARE HALF SOLD

There is a specialty shop in 5th Avenue, New York, who value their six windows at \$40,000 per year, another large store in Boston charges its departments an aggregate rental of \$100,000.00 per year for show windows. Lord & Taylor of New York figure the value of their show windows at \$150,000.00 per year.

Of course the actual value of a window may be different from its theoretical rental. Ideas, skill and merchandise make the value. Does it have a sincere look, or would it induce you to trade with some other store?

If you are not using your store windows and front why be on the main street at all, why not get some location you could probably rent for a fourth or half as much.

How often have we gone into an interior town, and looked in vain for some particular merchant's place of business. Perhaps we passed by his place, but there was no sign, nothing in the window to indicate the charac-

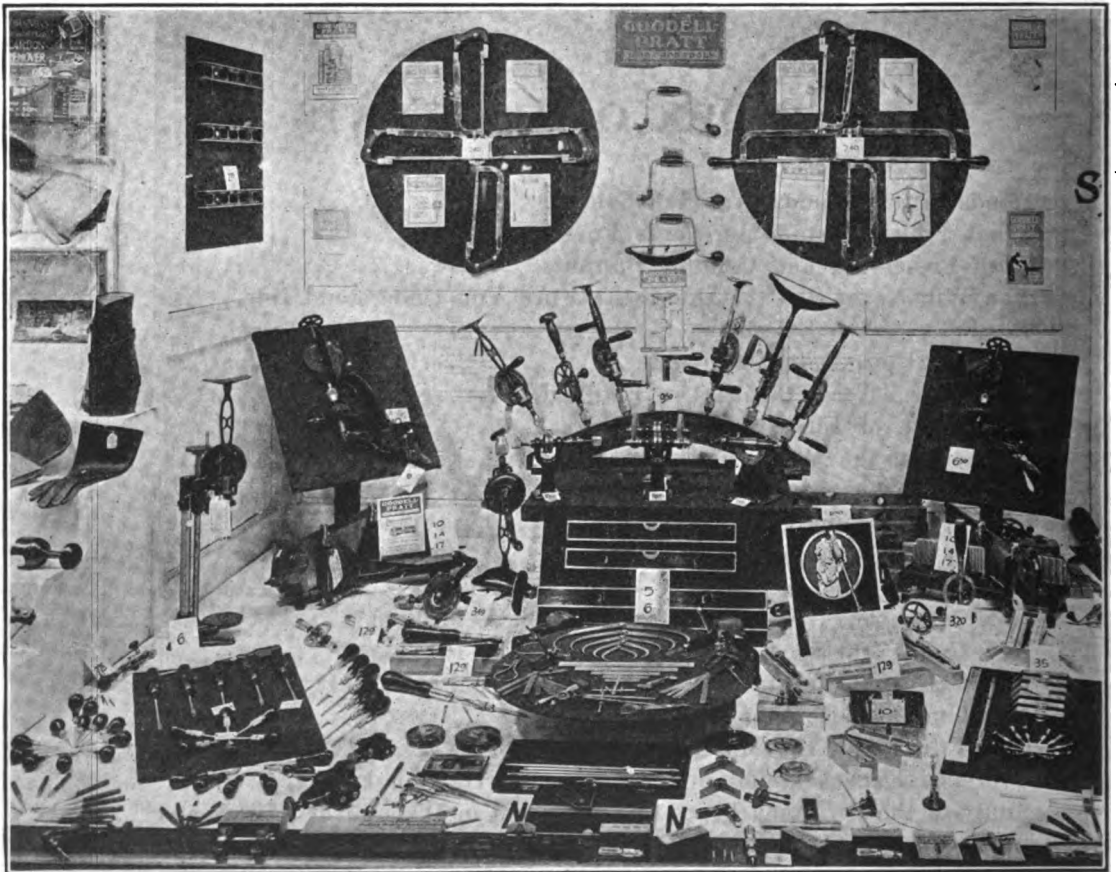
ter of the business, nothing on the door, no window display.

We perhaps passed by a place of business where we could have purchased goods for far less than we did from the man whose store front had an appealing and inviting look, who indicated the nature of his business by a sign or by the display in his windows. That man is getting trade, which perhaps you might have.

Your display window should be one of the best salesmen, the best business getter that you have.

It is poor policy for a merchant to have a dimly lighted show window when his neighbor perhaps has a store as bright as day. It indicates sluggishness, want of enterprise and go-ahead-iteness. The public delights in being attracted although it may only be by a brilliantly lighted street.

A rolling stone gathers no moss, but who the deuce wants to be covered with moss?



Every merchant carries tools, but it is not every merchant who will take the time or thought to arrange an effective display of them.

Perhaps to display tools does require a little more time than to display the aluminum ware shown on the opposite page, but here was a most attractive display of the Goodell-Pratt Co. line, made by Mr. Rose of Spelger & Hurlbut, of Seattle, Wash.

The results from this tool display were more than surprising. Spelger & Hurlbut believe so thoroughly in the value of window displays that they have a double row, or arcade of them, in front of their store, and the seasonable lines attractively shown are always trade bringers.

A SANE VIEW ON TAXATION

Federal taxation, in view of our entrance into the war, must be largely increased. To saddle the entire cost of the war on this generation would be a mistake. To make the wealthy class stand all of the financial burdens of the war to be borne by the present generation, would be a crime.

We are entering into the war not alone for the protection of the present, but for the protection of future generations to come after us. Why, then, should not the future generations be compelled to bear their share of the burden?

The war is to protect all our people, the poor as well as the rich. For that reason, taxation for war purposes should be general. Every person should pay his share, be it great or small. The life, liberty and happiness of the poor man will be safeguarded by the war as well as the life, liberty and happiness of the rich man.

The demagogue, with his ear to the ground for popular applause, will cry: "Saddle the

burden on the rich." In the end, it is to be hoped, the common honesty of those who are not classed as "rich" will assert itself and they will say to the politicians: "Let us help; let us do our share."

A. T. MOORE.

VALUE OF YOUR STORE FRONT

How do you feel when an untidy salesman, one who is careless or slovenly in his habits, calls on you?

Do you want to do business with a man whose collar is soiled, and who looks as though he had never been near a barber? On the other hand, don't you like to do business with a man who warms up with a smile, and is at least neat and careful in his appearance.

Place yourself in the position of the other man, when it comes to the appearance of your store, your store windows. Does it wear a smile, does it look inviting, does it appeal to not only one person, passing along the street?



Just as the photo on the opposite page appealed to mechanics and men folks of the household, so this one appeals particularly to the opposite sex.

This display of aluminum is especially interesting at this time because the Aluminum Cooking Utensil Company are offering \$500 in cash for the best fifty-four window displays.

Further reference is made elsewhere in this issue.

This display was arranged by the house-furnishing department of the Emporium, one of the largest department stores in the West, and whose window displays are kept to a high state of efficiency.

If it is important for large stores to give such attention to window displays, how much more important is it for the smaller merchant.

What Policy Should Merchants Pursue?

More Suggestions From Manufacturers and Jobbers.

THE letters from manufacturers and jobbers published in our last issue, offering suggestions as to what policy should be pursued in making their purchases, attracted more than usual attention. The letters here published were received too late for our last issue, but their value is none the less on that account, and they are well worth careful reading and consideration:

SEND IN ORDERS FAR IN ADVANCE AS POSSIBLE

We can speak only from our own standpoint and from knowledge that many other manufacturers are in a similar position to ours. We would advise dealers to send in their orders as far in advance of their actual needs as possible, and to use all the patriotic patience they can when the execution of their orders is delayed wholly or in part, bearing in mind that the delay is caused by the fact that we are doing, and must do, all we possibly can to get out goods for the United States Government. These Government orders, of course, having absolute first preference. Yours respectfully,

THE L. S. STARRETT CO.,
F. E. Wing, Treasurer.

WISE MERCHANTS PLACE ORDERS EARLY

"What should be the policy of the retail merchant in their purchase for fall and spring trade?"

The first part of this question is easy. Retail merchants should purchase now all the goods that they are going to want for their fall trade. As far as a man can see in the future, there is no possibility of any decline in prices before the first of January. The trouble is going to be to get goods and not to get low prices.

The purchase of goods for spring trade is a horse of another color. With Government taking practically the output of the iron and steel business for several months to come, just what the manufacturers are going to do for raw material, is a grave question. With a normal spring trade and the shortage of goods, is there much likelihood of lower prices by next spring?

One man's guess is as good as another. But I should say that a retail merchant would be wise to get his orders in early for next spring, so as to get the goods, not to buy too heavy.

NICHOLS, DEAN & GREGG,
J. A. Gregg, President.

DON'T SPECULATE

Our suggestion would be that the dealer buy his immediate requirements and in small quantities. It might be wise to purchase staples for spring delivery, in which case the goods should be bought sparingly, as present conditions do not warrant speculating.

MONTANA HARDWARE COMPANY,
E. S. Woodland, Manager.

NO PROSPECT FOR LOWER PRICES

It is difficult to give any advice on this subject, except in a general way, wherein we shall repeat what we said several months ago—that there is no prospect of any lower prices on mechanics' tools during the last half of this year, or the first half of next (in all probability there will be many advances) and we feel confident that the scarcity which has existed during the past twelve months will not only continue but become more acute.

Therefore, it behooves every merchant to keep careful track of his stock, to diagnose, in so far as it is possible to do so, the needs of his constituents and place his orders accordingly. Any attempt at speculation, or any disposition to order in excess of requirements, should be frowned upon and checked if possible; on the other hand, every effort should be made to keep tool stocks intact.

We are doing everything we know how to do to increase our production, but we find ourselves quite unable to supply the requirements of our customers promptly.

GOODELL-PRATT CO.,
W. M. Pratt, President.

ALL GETTING READY

In our estimation dealers have covered themselves for their Fall requirements, as we have enjoyed a very satisfactory Fall business. They are also anticipating their Spring needs, as we are receiving specifications every day for such Spring goods as we are able to accept at this time. Steel shortage, delayed production, Government orders first, higher prices, etc., have been the meat and drink of the hardware fraternity for such a long time that any encouraging news would put most of them in the hospital.

A. J. HARWI HARDWARE CO.,
W. A. Harwi, Treasurer.

But when you stop to think of it,
More than it did in yore;
It costs a lot to live these days,
It's worth a whole lot more.

Happy—Hey, tell me something!

Gus—Sure, what is it?

Happy—Are the progeny of polecats, kittens or splinters?

G. F. Hughes and Company, Dakota City, Nebraska, have taken over the lumber and hardware business of Fred Lynch.

GENERAL OUTLOOK BETTER THAN FOR YEARS

The general outlook for retail merchants is better than it has been in several years. This is due principally to the favorable crop conditions. The oat crop is large. Much of it has been threshed and shown a very satisfactory yield per acre. Early this spring the outlook for wheat was unfavorable, and many farmers decided that the yield would be so light as to not be worth while. Much of the wheat was plowed under, but those who allowed it to stand found that it as a wise decision. The yield of some of the fields that were considered poor was heavier than normal.

High prices will tend somewhat to curtail retail sales, but this influence will be offset by the ability of the farmers to spend more because they will realize so much more from their crops. There will be some further curtailment of retail sales through the mobilization of the army, which will withdraw that many consumers from the territory. Taking the country as a whole, this will be offset by the Government purchases, but this section will be benefited very little from Government purchases.

As yet there is no indication that there will be any substantial decline in the prices of commodities. There are some who expect lower prices through Government regulation. While this may affect the prices of the more important commodities, it will not have a far-reaching effect on prices in general, for the reason that there is practically no tendency anywhere in this country to increase production. With the producing capacity of this country already taxed to the limit, and with the additional demands of the Government for war purposes, it is apparent that the price level must remain high so long as these conditions exist.

Many merchants have made the mistake of not advancing their selling prices according to the advancing market price of the goods they are selling. During the past two years many merchants have been selling their goods to the consumer at lower prices than they would have to pay to replace the merchandise sold; therefore, on such sales they have sustained an actual loss, notwithstanding that they received more for the goods than they paid for them.

The day will come when prices will decline. Then the merchant will be forced to reduce his prices. Therefore, in order to lay up a reserve to offset these losses, he must now make his selling price according to the price he would have to pay to replace the merchandise, regardless of what he bought the goods for.

In this respect the farmer shows himself to be a better business man than many of the merchants. How often do you find a farmer

selling his product for less than the market price? No matter how high the price may be, he demands it and gets it. The present price of merchandise in general is not high as compared with the products of the farm or the wages paid for labor.

Another reason why merchants must look to their profits and get more profit than in former years, is that we all will be obliged to help pay the enormous cost of this war, through increased taxation. No one can escape this. Even those who have to pay no income tax will be forced to contribute in an indirect way, through higher prices on whatever they have to buy. That the cost of this war will be enormous is already apparent. We have not yet actively entered the conflict, but our appropriations are already more than the cost of the entire Civil War. It appears to be the purpose of the administration to pay a large part of this war expense as we go along. This is wise, because it is easier for the people to stand this enormous burden while business is good; therefore every merchant should use his influence with his Congressmen toward having as much of the cost of the war paid by taxes, so graduated that it will be paid principally by those of great wealth, and graduated down so that it will not be such a heavy burden on the common people.

The immediate outlook for the retail business is all that could be desired. As we have stated, the yield of oats is large; other crop yields have been satisfactory, and the prospects for a large corn crop are excellent. This is sure to bring a large volume of business to the retailer. With these prospects the dealer who doesn't supply himself with a fair stock and place his selling price so as to yield him a sufficient profit is making a serious mistake, and will have no one but himself to blame if he has not laid by a sufficient reserve to provide for the readjustment which is sure to come later. The merchant who does prepare for this has nothing to fear.

While there are many uncertainties before us, the people of this section of the country will suffer less through the period of readjustment than in those sections where great business profits have been brought about through the manufacture of war supplies. The prosperity of this section will come principally from abundant crops, which is in harmony with Nature's law of progress and development. Therefore, those living in this wonderfully rich productive section should be thankful that our prosperity is of a sort that is necessary for the existence of the human race, and that by properly using the products of this section will bring permanent good, not only to ourselves but to humanity at large.

TENK HARDWARE CO.,
E. Tenk, President.

Illinois.

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

EARLY FUTURE MAY PRESENT PROBLEMS NEVER ENCOUNTERED.

One requires no gifts of prophecy to consider a few vital facts that should be given very thoughtful consideration by distributors in determining their policy of buying forged tools now.

The identical machines used to produce such are probably the best yet devised to produce the great variety of parts required for all types of small arms and many parts of the larger guns that the Government will need in volume. These machines are now scarce and require much time in the building.

The Government's purchases of finished tools have already greatly reduced existing stocks, and will continued to do so.

The requirements of ship building, airplane and motor truck outfitting will throw a heavy demand upon drop forging equipment.

The requisitions of the foreign buyers for the output of the drop forge were never heavier and there is reason to believe they will continue to effect a heavy drain while the war lasts, unless American buyers get their requirements first.

The organization of all the large forge shops must undergo radical changes consequent to the selective draft. Growing scarcity of men and materials will render it extremely difficult for the tool manufacturers to maintain the level of his completed stocks on hand.

Reductions in the price of raw material due to a possible Government decree, if they occur, are apt to be more than offset by the increased costs consequent to labor shortage and to be negligible when applied to the cost of individual tools.

J. H. Williams & Co. never desire to overload the dealer with their goods, and at this time they still hold to the policy of waiting for each buyer to gauge his own requirements in the light of past experience, but it is undeniable that the early future may present problems never previously encountered by this generation, and the above facts are but isolated straws that will blow where the wind leads them.

J. H. WILLIAMS & CO.,

Brooklyn.

LIVE DEALERS WILL GET THEIR SHARE

We are now taking orders under unusual conditions; the uncertainty of the crop situation in some sections makes it difficult for dealers to determine their future requirements; high prices makes us all hesitate; but it must not be overlooked that when we offer a dealer the opportunity of buying one of our lines for delivery next Spring, at specified prices, we

are taking all the chances and we are the ones who should hesitate rather than the dealers.

While we do not anticipate the same advances as last fall, there will undoubtedly be a shortage and it is mighty good insurance for one who is in the business to be assured of having goods to sell. Any dealer who argues that this is a poor time to place future orders is making a big mistake. There is no question that there is going to be a tremendous amount of business transacted during the first half of 1918, and any one who is alive to the situation is going to get their share. With the big car shortage facing us, with the Government commandeering supplies of all kind, the shortage of many lines seemingly faces us. We feel that if the retail merchants expect to secure their entire requirements for next year, they should order their futures at once, permitting the jobbers to ship them at as early a date as possible; otherwise we feel that this business will be materially affected from the fact of probable shortages.

We are now soliciting future orders for steel goods, metallic ammunition, postal wagons, lawn mowers, garden hose, paint brushes, harness collars, wedges, and some other seasonable lines at prices ruling on date of shipment.

It would not be our suggestion for any merchant to speculate on the market, but to purchase his needed requirements as early as possible.

MARSHALL-WELLS HARDWARE CO.,
E. C. Ward, Sales Manager.

DERIVE GREAT BENEFIT

We appreciate the "HARDWARE WORLD" very much, and feel we derive great benefit from reading it. We are handling shelf and heavy hardware, builders' hardware, mining supplies, screen doors, cream separators, 5c and 10c goods, crockery ware, aluminum, enamel ware, queensware, automobile accessories, lawn mowers, stoves, etc.

Our business has been excellent for the past two years, and the future is very bright.
Missouri. ADKINS HARDWARE CO.,

MORE INTERESTING THAN ANY

The first copy of the "HARDWARE WORLD" we received was worth many times the price of a year's subscription.

I have read with a great deal of interest the articles it contains, and find it a great deal more interesting than any of the trade magazines that come to my desk.

Hardware trade in this section for the past two months has not been just what we would like to see, but taking everything into consideration, it has held up remarkably well.

Wishing you success,
Georgia. NORTON HARDWARE CO.,

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

ADVISABLE TO PLACE ORDERS AT CURRENT PRICES

As to what we believe should be the policy of retail merchants in their purchases for Fall and Spring trade in our territory, this question has already been answered by the retailers having largely made their purchases for these periods, and in our opinion that action has been as wise and will be as profitable to them as any like action has been during the past few years of advancing prices and difficult deliveries. Wherever the retailer can place orders for future delivery at current prices he should unquestionably act on it, as the list of goods that any jobber can sell on that basis is daily becoming more restricted, and unless some new and unforeseen contingency comes about there is a great deal more likelihood of all hardware being short on the market during the next nine months than there will be an over supply.

We believe it is also true that most merchants have really bought for the above mentioned seasons less than they think they have, or rather that the quantities are not sufficient to supply the business they will actually do, and that there will be a great deal of demand in those seasons for hardware for immediate shipment. That is another feature the retailer should carefully consider in making plans for the next year.

Practically all crop conditions throughout our territory are very good and the high prices of everything that the grower can produce is meaning and will mean a volume of business that none of this generation have ever seen.

Retail merchants too will have to recognize, and are recognizing, that it is going to take more money to operate business than it ever has before, that having the goods and having them at the proper time is the most important function of the dealer, that conditions have rendered it necessary to greatly reduce, if not eliminate, long-time terms for everybody from the raw material producer down to the consumer, but that is also working out very satisfactorily, and as a consequence their transactions are resulting in a more prompt and desirable conclusion than was the case in many instances in the past.

The consumer is prosperous and he is fortunately willing and glad to help the merchants he deals with to follow the trend of the times so that they may in turn give him the benefit of the best there is going.

KING HARDWARE CO.,
R. W. Peeples, Vice President.

There was a young lady named Perkins,
Who had a great fondness for Gherkins;

She went to a tea

And ate twenty-three,

Which pickled her internal workin's.

HAMP WILLIAMS, FOOD COMMISSIONER

There is an old saying that "when you want anything done well get a busy man to do it."

The United States government evidently had this in mind when, in searching for good men to serve on the Federal Food Commission, they selected Hamp Williams of Hot Springs, Ark., as Federal Food Commissioner for the state.

Mr. Williams is not only an excellent business man, a splendid citizen, but he is a patriotic American as well, and will serve with the other food commissioners of various states, without pay.

He is a man that is always willing to lend a hand, to give a word of cheer, and is never too busy to do his bit, whenever opportunity offers.

He is prominent in the work of hardware associations as well as in state and municipal matters, and the people of Hot Springs and Arkansas know when anything is to be accomplished worth while, Hamp Williams is the man to take hold of it.

A USE OF BLACK SPORTING POWDER NOT GENERALLY KNOWN

Do you know that Black Sporting Powder is used for lambing purposes? While the season for this year is past, this information may be worth remembering.

Black Powder is used for this purpose in many western states. In Wyoming especially, a great many kegs are used in the course of a year. The Powder is used to scare away the coyotes and wolves at night, so that they will not get the young lambs. The sheep are bunched at night as a rule, and the sheep-herder puts out a few pans and at intervals during the night "goes the rounds," putting a small charge of Black Powder in each pan, then lighting it.

Some herders use the powder in a shot gun.

There are three theories as to why the above keeps the coyotes and wolves away. One is that the smell of the powder is disliked and the undesired animals will not go near. Another is that seeing the flash of fire which is made by the powder, they are scared away. The other has reference to the gun, and of course it is assumed that the noise from it naturally scares them.

No doubt the powder companies can and will supply full information on this subject.

To her class, a Philadelphia teacher put this question: "How many kinds of poetry are there?"

"Three," replied one pupil quickly.

"What are they?"

"Lyric, dramatic, and epidemic."—Puck.

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

Push Preserving and Canning Supplies

NEVER has there been such an opportunity to push the sale of fruit jars and supplies, utensils of all kinds for preserving, and incidentally the sale of ranges of all kinds, particularly gas. The government is back of the big canning and preserving campaign, bulletins and leaflets are being issued urging the women to conserve and preserve the fruits and vegetables of the land, and the papers are full of articles on the modern methods of drying and preserving the products of the field and the orchard. An unusually large crop of vegetables was raised this year—thanks to the "Plant-a-garden" propaganda disseminated in the spring, and in order to harvest this great crop new supplies of all sorts will be needed. It is up to the hardware man to supply these necessities, and the man who gives the widest publicity to his line is sure to reap the richest reward.

Use Your Windows.

I consider the show window the very best medium for getting one's goods before the greatest number of people in the least space of time. Everybody sooner or later sees your window, and if it is striking, and there is a punch to it—something that shows or tells why these particular goods should be purchased—the beholder is going to bear this in mind when he is in the market for canning supplies.

A Good Suggestion.

The Consumers Gas Co., Toronto, Canada, recently had a fine showing. The window was floored with linoleum and backed with sanitas wall covering, and on the wall were tacked several gay posters urging canning and preserving. In the center was a gas range upon which were a number of cans of fruit and vegetables. A long gold arrow, suspended from the ceiling, and lettered in black, pointed to the gas burner, and said "To Food Conservation." A long table at one side held baskets of peaches, pears, apples, tomatoes, corn and beans, and to it was attached a long strip of paper: "Eat what you can; and can what you can't eat." A table of equal length at the other end held fruit jars of glass, pint, quart and two quart; stone jars, tin cans, jelly glasses, rubber rings, tops and sealing wax, with card: "If you want your fruit to keep, see that your jars are perfect—better lay in a new stock than trust to the old ones." A large sign over the range suggested: "Bear in mind that when coal is used at least one-half of the heat units are wasted. Cut out waste—Cook with gas."

The Grand Rapids Gas Light Co., Grand Rapids, Mich., was another firm that helped along the canning campaign. Their window was likewise fitted up as a kitchen, with a window and door in the background draped in red, white and blue bunting. There was a spot-

less gas range, a white enamel table and chair and a kitchen cabinet, each article bearing a little price tag. On the stove was a big preserving kettle and straining cloth in wire rack and on the leaf of the cabinet a number of jars of fruit and vegetables, as well as several empty jars, rubbers and bars of sealing wax. A long panel on the wall, adorned with a picture of Uncle Sam, advised:

A CANNING CAMPAIGN FOR UNCLE SAM AND YOU.

For Home and Country. The only way to conserve the food from your backyard garden is to can and preserve the various fruits and vegetables as they ripen.

YOUR GAS RANGE WILL ENABLE YOU TO DO THIS WORK TO THE BEST ADVANTAGE. Canning and preserving recipes issued each month during the season. These folders will cover the month's fruits and vegetables. Ask for one. Free.

A card on the wall, showing a little boy eyeing his mother putting up fruit was captioned:

"O, mother, really and truly, can anybody else make as good jellies and jams as you?"
"Certainly, George, anybody who uses a gas range."

Use Models.

Oilman, hardware merchant, Dayton, Ohio, added interest to his display of stoves and canning supplies by the introduction of a wax model—a young woman in blue gingham dress and white cap and apron—who was carrying a wire rack in which were six empty fruit jars. It would be easy to borrow such a model from a local dry goods store, if none were kept in stock. The window was backed with a series of flags, one of each of the allies. At one side was a cabinet with three shelves. The cabinet was white enamel, and the shelves covered with purple velvet—a striking combination—and on them were placed preserving kettles of aluminum, with strainer and rack complete; while on the top shelf were stone jars for pickles and preserves. Near the cabinet was a two-burner gas stove on which was a similar preserving kettle. At the other side was a white enameled table on which were quart and two-quart glass jars, jelly glasses and tin cans, some filled, some empty; as well as parings knives, lemon squeezers, sieves, meat choppers, knives, forks and spoons. Between the flags on the wall were three long slender panels of green, on which were printed in big black letters:

CAN	DRY	PRESERVE
CAN	DRY	PRESERVE
CAN	DRY	PRESERVE

You'll Never Sell the Housewife Until You Understand Her

AND the quickest way to understand her is to meet her where her interests are. The farther you go to meet business, the quicker it will come to you. Every business can be made to grow if it is properly fed and watered. Keep your eye out for ways and means.

It has been said, many times, that the housewife is the dominant buying factor of the nation, and this is essentially true. In fact there is hardly a man—unless he be the homeless, friendless bachelor—who does not seek the benefit of women's wise economic counsel in his simplest purchasing.

Get the women to coming to your store, and the men will have to come. Advertise and cater to them in all papers in which they are interested—help them by favor or act in all their undertakings.

The small town housewife and the housewife of the middle class in the larger cities are the purchasing power and undoubtedly wield a great influence.

Your problem is to reach the housewife—you must reach her during or after business hours. It can't be done entirely by advertising—you must specialize your sales force and efforts.

Almost any system employed by other business will apply.

The only trouble is that you don't.

The housewife that has the interest of the home and family at heart is a good prospective customer—and will nine times out of ten be found at home.

Send out a soliciting city salesman, the same as is employed by other business institutions—a salesman that is pleasing—well behaved and obliging—a man through and through—one who has a good understanding of the household, and you'll find him an invaluable man.

Over 50 per cent of modern merchandising is done in this manner. The personal call is proving a big pulling power.

There is no hard and fast rule to sell goods to all customers, but this salesman should have the ability to meet every customer a little differently, but just right—with a pleasant smile—but not a silly grin.

Make this salesman call upon every home in your territory—he will be able to suggest many things that will appeal to the home life of the family and you can depend upon the housewife doing her best to help him.

When a new family comes to town, send him to them.

You can also show them that you are at least interested if you send them each a letter inviting their trade. IT PAYS.

ELECTRICAL GOODS ARE PROFITABLE

Many of our customers tell us they find electrical goods a most profitable line to add, and progressive and up to date merchants are giving far greater attention to this than formerly. As a matter of fact, electrical manufacturers and jobbers are recognizing the hardware merchant as the natural distributor for electrical goods.

Too often the electrical shop is run by a mechanic who is kept busy with his trade.

He thinks he doesn't have time to pay attention to better methods of store arrangement and displays, doesn't have time to read, to keep informed as to what other merchants are doing, or to visit around among other stores.

Very frequently he doesn't know what his cost and expense of doing business is, and he runs his business on a hit or miss method, more often miss than hit.

These and other facts are making electrical manufacturers and jobbers seek the hardware merchants' trade. On the other hand, it is a line that properly belongs in the hardware merchant's stock, for electrical goods bring the trade of the women folk and appeal to an excellent class of trade. They are especially adapted for a nice appearance in window display and store arrangement, and the hardware merchant who is alive to the possibilities in his own community will not overlook stocking them.

Particularly at this season of the year will hardware merchants find some of the following lines most acceptable.

Electric Hair Dryers	Electric Radiators
Electric Gaslighters	Electric Grills
Electric Egg Boilers	Electric Samovars
Electric Heating Pads	Electric Irons
Electric Tea Kettles	Electric Fans
Electric Curling Irons	Electric Toasters
Electric Flash Lights	Electric Stoves
Electric Water Heaters	Electric Clocks
Electric Vacuum Cleaners	Electric Lamps
Electric Chafing Dishes	Electric Cookers
Electric Portable Lamps	Electric Percolators
Electric Christmas Tree Outfits	
Electric Washing Machines	

How Do Yours Compare With Retail Selling Prices Published in This Issue?

"Pit Falls of the Salesman"

Address of F. G. Higgin, of Pacific Hardware & Steel Co., Before the National Co-Operative Club of Salesmen

AT once several present themselves to those who have traveled the path of salesmanship. A few are the lack of preparedness, application and ability.

Are you prepared to stand the hardships and disappointments, to study faithfully, to apply yourself and develop your ability, if it lies along the line of salesmanship? We are not all fitted for the same walk in life. The alchemists of old were persecuted for claiming they could turn the baser metals into gold. But was their claim founded on the fact that by mixing iron, copper, zinc, etc., in a crucible they could, by some secret process, turn out gold? Or was not this claim based on astrology by which they, in casting one's horoscope, could tell the walk of life for which one was best fitted and, by his successful labor, turn the baser metal of effort, properly applied, into gold.

What Is Salesmanship?

My subject covers a wide range of conditions and circumstances, so let us begin at the first principle—salesmanship. What is salesmanship? The sale of goods for a profit. This definition, while brief, is a broad and general one. It involves two conditions: first, a sale—a complete transaction by which the ownership changes hands for a valuable consideration; and second, profit—the transaction must be completed at a profit if real salesmanship be exercised; it is one thing to dispose of something; it is quite another to dispose of it at a profit; it is margin of profit, whether great or small, that makes the sale worth while.

So we come to the pit-fall, the lack of knowing how to make a profit. The so-called salesman who is so weak as to be continually slashing prices and sacrificing profits is unworthy the name of salesman, regardless of the goods he may dispose of. The real salesman is continually sowing seeds that ripen into profits on future sales. So first learn the meaning of the word "profit," for on that word depends your ability to hold your position.

You will be interested in looking up the

definition of this word. It does not always mean money gain. The word is derived from the Latin "Profectus"—Advance—to make progress. Have you thought of it in that light? Do you realize that when a sale is made, although at a small profit, if you have sown the seed that will ripen into confidence, and made the impression upon your customer that you are honest in statement and knowledge of your business, that you have made a profitable sale which may lead to monetary gain in the future? So you have made progress—profit.

Requisite Qualities.

What are the requisite qualities of the profit salesman? Truthfulness, industry, honesty, strength of purpose to do right, a stout heart. I place truth first because it is the foundation of all the others. Shakespeare says, "To thine own self be true, and it must follow as the night the day thou canst not then be false to any man." The Universal dictionary says, "Truth—The quality or state of being true; conformity to facts or reality, as of statements to facts; words to thought; motives or actions to professions; exact accordance with what is, has been or shall be."

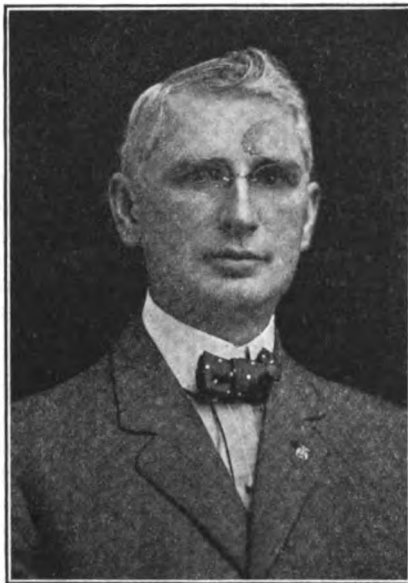
Truth is principle. You may all prove this for yourselves. And you will find it the most valuable asset in your possession. You will find it the preventative of many pit-falls that lie in the every-day work of the salesman, especially that evil of misrepresenting goods or conditions.

Know your goods thoroughly; know their good and bad points—in fact, their every detail—before you try to sell them.

Having accomplished this, and having confidence in their quality, put your whole heart into your talk, make your prospect know that you believe what you are saying. And, from experience, I assure you that a statement made, based on true knowledge, will sell goods, where flowery language, based on superficial knowledge and just talk, will fail.

Wait Until You Know.

Do not start out without knowing your



No one is better qualified to discuss this subject than Mr. F. G. Higgin, whose experience has been behind the counter, on the road, in charge of salesmen, as well as serving in an executive capacity with one of the largest hardware institutions of the country. He is a man of close observation and this article should be carefully considered by every salesman.

goods and believing in them. Better far to fill a humble position at less salary, than that. Wait until you know. Then you will not find the pit-fall discouragement pushing you down hill into the valley of despair and failure.

Make sure of yourself and the line of goods to be sold. Start out by being honest with yourself, and you will be with employer and customer. A dishonest salesman may last for a time, but failure lies at the turn of the road. By dishonesty I do not mean the actual stealing of money, but wasting the time that belongs to your firm. How easy it is to say to yourself in the morning, as you lie in a comfortable bed in a good hotel, "No use getting up early—Jones won't be down until 8:30, and will not see me until 9:30." That is stealing your employer's time.

And how often you will find when you walk into Jones' store, smoking your after-breakfast cigar, that your competitor has been working with Jones for some time, secured the cream of the order and is on his way, while you are just starting. Then you write your house, "Business is poor with Jones, and he has not disposed of the goods I sold him last trip."

Another Pit.

Here you take another step into the pit of dishonesty. You make up your mind your competitor shall not be ahead of you again. Will you hold to the resolution? Or next day, when you have caught up with him, you have lunch with some congenial spirits, and as you come out of the dining room you see the competitor just going in. Plenty of time, you think, to sit down and talk things over with your friends, or perhaps play a game of pool; and an hour passes before you wake up. Mr. Competitor has been busy on the job for half an hour—and again you lose.

Then that bugaboo of the young or old salesman, discouragement, creeps in. Let it once get a foothold and it will grow so fast that you are down and out before you realize it. What is discouragement? Fear—the curse of the human race. And what is fear? Anxiety, ignorance, desire, caution, dread, horror, awe, dejection, or humbling of mind at, or, in the presence of, any person or thing—timidity, fearfulness, cowardice, doubt, mistrust. What are the preventatives? Truth, love, faith, courage, honesty, knowledge that fear has no power, self reliance, consideration, a stout heart. Clothed in this armor you are proof against discouragement or fear.

Your Attitude Influences Your Customer.

When discouraged your attitude is very apt to influence your prospective customer, who may himself be discouraged. And what, on the other hand, is more inspiring to a merchant than to meet a salesman whose clean, fearless, happy mind shines out in his face, as with a smile of good cheer he meets him?

You may never know the encouragement or help you may be meting out to that customer, and unconsciously sowing the seeds for future sales and profits. How much better this than meeting him with the liar of an evil thought or jest. Most people enjoy a good clean story or joke, but vulgarity does not carry you far. It leads to one of the wide open pits into which many men fall.

Drink Another Pitfall.

Drink—whiskey has been the cause of many a salesman's downfall. Some think (not as much as formerly) that the best way to start an order is over the bar. When I started on the road I followed a salesman who had this idea strongly in his mind. On a territory that should have taken him twenty-seven days to make it took him forty or forty-two. The first thing he said to a customer was, "Let us have a drink." And one led to another, so that time was lost in conviviality, and the trains passed on while he sobered up. But in going over this territory on the first trip I made it in twenty-five days.

I did not sell as many goods on that trip as my predecessor, but I established this fact—that I was there for business and not for pleasure. The next trip was a revelation. The customers knew that I was there for a certain time and they were glad to do business. The result was success. I recall a buyer of a large concern who intimated to all his traveling friends that the saloon around the corner was a good place to talk over the opening order. Today that man, instead of occupying a position of trust, is a porter in a large wholesale hardware house, on a salary on which he can just exist.

All this tends to weaken your manhood. You begin to avoid responsibility, and handicap yourself in the race for the higher position.

Elbert Hubbard said, "Responsibilities gravitate to the person who can shoulder them; and power flows to the man who knows." So study your line, and know; and give freely of that knowledge, for in the giving we gather more knowledge, as we often find new ideas in explaining what we know of our business; and by educating your customer you make a more successful merchant, which means increased sales for you, as you will find the customer always looking for you because you have something of value to give him. Do not fail him.

Observe the improvements and up-to-date ideas of others. Improve upon them if you can and give him of your best thoughts. Put your whole soul into the work. Get your happiness out of your work, or you will never know what real happiness is. Mr. Taft says, "The man who is most to be wanted for positions of trust is the one who does not work for mere selfish gain, but for the love of the task. If he does his work for the love of it—and not out of consideration alone for the result—he

will serve his own interest best, for he will do his work well, and thereby make himself indispensable to his employer."

"Passing the Buck."

In conclusion, beware of the pitfall "Passing the Buck." It is most subtle. When your customer has a complaint, if just, use tact to adjust satisfactorily, both to him and to your house, avoiding always blaming the house for careless blunders. Analyze the mistake. Perhaps it was caused by lack of information on the order. But no matter what the cause, uphold the house, for in pulling it down you often drag yourself with it. Give the house Hail Columbia when you write; or come in, if you please; but avoid slandering it to others. If the claim be not legitimate, be diplomatic, but firm. Show the customer the injustice of his claim, and settle, if possible, without referring to the house. You are on the ground and should be the best judge. You can tell a man he is wrong to his face, and prove it, where the house may bring all the proof in the world to bear, and the fact that you passed it up to them weakens their statements. Shoulder yourself the responsibility.

Again, put your heart into your work, and keep moving. Motion is life—meaning forward motion. Backward motion is death. You can't stand still, for as soon as you do you slip back. There's one thing true—the world will help push you the way you are going—either up or down. Motion is necessary. It is purifying. The mountain stream dashing along among the rocks is pure as crystal, but the idle pond becomes stale, putrid and poisonous, so that nothing can live in it. You must not stand still, boys. You must progress or slip back. Keep your morals and ideals brushed up each day, or soon you won't have any. Progress is the order of the day. Smile and push!

The Roberts Dearborn Hardware Co., Carlsbad, N. M., who succeeded the Tracy Roberts Hardware Co., in 1909, report a most excellent season and a splendid business.

The Tracy Roberts Hardware Co. was incorporated in 1902, taking over the stock, business and good will of the Tracy McEwan Hardware Co., which was organized in 1900.

The present owners, Messrs. C. H. McLenathen, President; F. L. Dearborn, Vice-President; and S. I. Roberts, Secretary and Treasurer, have been connected with the business since its inception. The business has been in existence now 21 years.

As they tell us Carlsbad is in Eddy County, New Mexico, and is one of the best towns in New Mexico, and the Southwest, it being a large stock raising and farming country.

They are looking forward with confidence to a splendid Fall and Winter business, with an increase over all previous years.

They find the Hardware World very interesting.

Mail Order Trade Spells Ruin.

(From Tax Liberator, July, 1917.)

Some of our readers may have read the following letter received from a German farmer, but it is full of valuable information and we take pleasure in quoting it for the benefit of those who would profit by its pertinent logic:

"We farmers need awakening to the fact that we have unmistakably reached the period when we must think and plan. I am one of the slow German farmers that had to be shown and I am now giving my experience that others may profit, for knowledge is more expensive now than ten years ago.

"Twenty-nine years ago I began my farm career. I had an old team and \$50. Our furniture was mostly home made chairs, cupboard and lounge made from dry goods boxes, neatly covered with ten cent cretonne by my girl wife. We rented 80 acres. Being a boy of good habits, I got all needed machinery and groceries of our home merchants on credit until fall crops were sold. The first year we had a bad season and I did not make enough to pay creditors. I went to each on date of promise and explained conditions, paying as much as possible, and they all carried the balance over another year. They continued to accommodate me until I was able to buy a forty-acre piece of my own.

"As soon as I owned those few acres the mail order houses began sending me catalogues, and gradually I began sending my loose change to them, letting my accounts stand in my home town where I had gotten my accommodation when I needed it.

"We then had one of the thriftiest little villages in the State—good line of business in all the branches, merchants who were willing to help an honest fellow over a bad year, and a town full of people who came twice a week to trade and visit. Our little country town supported a library, high school, band, ball team and we had big celebrations every year.

"A farm near a live town soon doubles in value. I sold my forty acres at a big advance and bought an eighty, gradually adding to it until I had 200 acres. I then felt no need of asking favors and found it easy to patronize the mail order houses. I regret to say that I was the first in the county to make up a neighborhood bill and send it to a mail order house. Though we got bit every once in a while, we gave the habit of sending away for stuff.

"Gradually our merchants lessened their stocks of goods for lack of patronage. Finally we began to realize that when we needed a bolt quickly for machinery, or clothing for sickness or death we had to send away for it, which wasn't so pleasant. One by one our merchants moved to places where they were appreciated and men of less energy moved in.

"Gradually our town has gone down; our business houses are 'laky' in appearance, a number are empty, our schools, churches and walks are going down, we have no band, no library or ball team. There is no business done in the town, and therefore no taxes to keep things up. Hotel is closed for lack of travel. Go down to the depot when the freight comes in and you will see the sequel in mail order packages.

"Nine years ago my farm was worth \$195 per acre; today I would have a hard matter to sell it at \$167 an acre. It is 'too far from a live town'—so every farmer has said that wants to buy. He wants a place near schools and churches, where his children can have advantage.

"I have awakened to the fact that in helping pull the town down, it has cost me \$5,600 in nine years."

HONEYMAN HARDWARE COMPANY HARDWARE, IRON AND STEEL.

Builds Hardware, Granite, Tin, Iron, Steel, Wooden and Wagon Ware, Cutlery, Guns and Ammunition, Baseball and Athletic Goods.

PORTLAND, OREGON.

JOBBER'S COOPERATION

The Honeyman Hardware Co., Portland, Oregon, are always glad to cooperate with the merchants of the Pacific Northwest, and to make every effort to benefit retail merchants.

One method they recently used is to furnish the circular herewith, with the dealers' name and address printed thereon in place of their own.

These circulars are about 6x9½ inches, and are just the thing for distributing or wrapping up in packages. They offer to furnish these to retail merchants in lots of a thousand for only \$3.50, lots of 500 \$2.00, and lots of 250 for \$1.25. This is matter the dealer will find worth while distributing among his farmer customers. It affords a cheap method of advertising, having the dealer's name and address printed on the bottom.

The Chehalis Hardware Co., Chehalis, Wash., is also doing a good business in farm implements and equipment, and report a very satisfactory season's business and an excellent outlook. They are preparing for a busy Fall trade.

How Do Yours Compare With Retail Selling Prices Published in This Issue?

Greenfield Brothers

"The Apparel Store for the Man of Good Taste"
On Olive Between 7th and 8th

ST. LOUIS,

To Balance Statement Rendered

Dear Sir:

There's a REASON why we send you a statement every month.

It is because we appreciate your trade and want to merit its continuance.

It is because we want to keep you before us and ourselves before you.

It is for no other reason, that we feel so confident in deserving your attention in apparel need, as our store is being recognized as the "Apparel Store for the Man of Good Taste."

If there is any reason why we do not deserve your patronage, we will be pleased to hear from you.

At your service,

WJ/J

GREENFIELD BROTHERS.

SENDING A MONTHLY STATEMENT WHEN NO PURCHASES ARE MADE

Greenfield Bros., St. Louis, who conduct a gent's furnishing store render a statement to everyone on their books whether purchases are made during the previous month or not.

Of course they don't charge a man for something he didn't get, and the statements do not show that any purchases have been made, but for customers who have not favored them with business during the previous month they have adopted the policy of sending them statements and explaining their reason for doing so.

STATEMENT

Greenfield Brothers

"The Apparel Store for the Man of Good Taste"
On Olive Between 7th and 8th

ST. LOUIS,

To Balance Statement Rendered

Dear Sir:

This is a receipt in full to the 30th of June, it shows you don't owe us anything up to that time.

We wish you did.

It also shows we haven't had the pleasure of charging anything to your account this month. We trust it's because your wardrobe was full.

Our system of sending a statement for each customer at the first of every month, helps us keep our work up to the minute and reminds us of the fellows who haven't been in to see us. We don't want to lose a single one of our customers.

In short, the idea is to keep us both in the Greenfield habit.

The Greenfield service is always at your command.

Very truly yours,

WJ/J

GREENFIELD BROTHERS.

It is a good idea, and one that could be followed by hardware merchants just as well as it can by furnishing stores.

This is one way to let your customers know you are anxious to keep in touch with them and to have their business.

The value of this statement is that it is out of the ordinary. It will be read when the ordinary sales letter will be put in the waste basket.

U. S. WANTS INSPECTORS OF ORDNANCE EQUIPMENT

An examination for inspectors of ordnance equipment has been announced by the Civil Service Commission, according to a notice received from the Chief of Ordnance of the War Department Division. One class of this examination is for inspectors of hardware and metal equipment, comprising such articles as buckles, rings, fasteners, hand axes, wire cutters, trenching tools, canteens, cups, meat cans, cutlery and other small articles of brass, iron, steel or aluminum.

Men who have had a high school or equivalent education and in addition have had four years' experience in a manufacturing plant making such articles as those described above will qualify for one class of inspectors—another class of inspectors requires men over twenty-five years of age who are graduates from a college or university of recognized standing and who have had one year's experience in a manufacturing plant, on the practical end of the work.

The duties of inspectors will consist in the organization and supervision of the inspection work in plants where equipment as described above is being manufactured. They will also be responsible for the preparation of the necessary reports covering the inspection, shipment and payment for the articles described.

The positions will be civil service appointments and the salaries will range from \$1200.00 to \$2400.00 per year, with additional allowance for traveling expenses.

Those who are interested can obtain additional information from the Equipment Division, Inspection Section, 1330 F Street, N. W., Washington, D. C., or from any office of the United States Civil Service Commission.

NEVER LOST HIS RELIGION

An old negro arose in prayer meeting and said: Breddren and Sisteren: Ah been a mighty mean nigger in mah time. Ah had a heap er ups and downs, especially downs, since Ah j'ined the church. Ah stole chickens and water-millins. Ah cussed. Ah got drunk. Ah shot craps. Ah slashed odder coons with mah razor, and Ah done er sight er odder t'ings. But Ah t'ank the good Lawd, brethren and sisteren, Ah nebber yit lost my religion."

Ideas of Up-to-Date Merchants

NO part of the country has a monopoly on up-to-date methods and progressive ideas. Some have been accustomed to look at what may be termed the newer sections of the country for progressiveness and enterprise, but we know that the readers of the "HARDWARE WORLD" will benefit by the suggestions and ideas of one of the most progressive hardware institutions of the "Old Dominion," for Howell Bros. of Richmond, Va., not only have ideas, but they know how to put them into practice.

They make a close study of the conditions of their community and they are not afraid to do a little pioneer or development work of their own when necessary.

Aside from this they have a very wide-awake, progressive young man who keeps his eyes and ears wide open. He too is a student of human nature. Robert A. Frayser has always been a firm believer of the value of store and window displays.

A feature in connection with their work is the allotting of a portion of their store for the use of various athletic associations and clubs. This is something merchants in other sections could profitably follow.

Even the Boy Scouts are not overlooked.

We are indebted to Mr. Frayser for his kindness in explaining to our readers a few facts in connection with their various departments, and we are glad of the opportunity of showing the readers of the "HARDWARE WORLD" one or two views of this progressive institution, although the photos do not do justice to it.

How a Golf Department Was Developed.

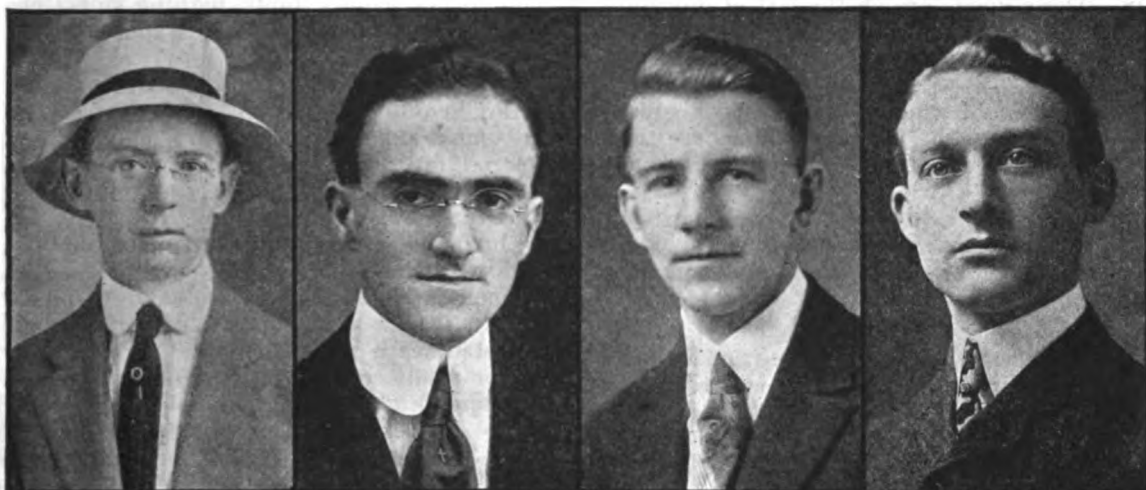
About four years ago we put in a small stock of golf supplies. It really could not be called a stock, because the stock we carried only consisted of a few iron and wood clubs, about three different kinds of balls and a selection of about three different styles of bags.

This is what we called a stock then. We gradually added to this stock until we carry anything a golfer wants now.

It was Mr. George Howell who took charge of this side line, as he called it then. He himself being a golf player, was continuously thrown in with the golfers of the city, and he soon saw there was a large field for golfers' needs.

He noticed just what was used most at the clubs, and came to the conclusion that the golfers were using numbers of things that were





G. C. HOWELL.

H. T. TAYLOR,
Manager.R. A. FRAYSER,
Adv. and Display Manager.

T. B. HOWELL.

not in his stock, so he made a memorandum of these things and ordered a small quantity to add to his stock; at the same time getting out a small booklet on golf supplies carried, and mailed them to the golf players.

This proved to be a business getter, as there began a demand for items we didn't carry. These customers we kept because we would order them and have in the house in a few days.

This special order business has been very large with us, at the same time it makes friends for us, because they feel that if we haven't it in stock we would get it for them in a few days.

When a golf customer who is new at the game wants an outfit he is turned over to a salesman who understands golf, and he is able to tell the customer just what he will need. We have a great deal of this to do.

Our golf department now occupies a large space on our mezzanine floor, and there we carry our line of athletic and sports shoes, sweaters and golf goods of all kinds.

Mr. G. C. Howell also has charge of the paint department.

Tools, Cutlery and Toys.

This department is in charge of Mr. T. B. Howell, who has made a practice of selling good tools and cutlery.

We carry everything that a workman would need in tools, such as tools for

Carpenters,	Cabinet makers,
Plasterers,	Electricians,
Tinners,	Brick layers,
Machinists,	Wall paperers,
	Plumbers, etc.

While we carry a few cheaper grades of tools for some trade, we sell the best grade

tools to the majority. We prefer to sell the best, as we believe that a workman will forget the price, but will always remember the tool, and come back.

In our cutlery department we practice the same thing of trying to always sell the best article. In this line we carry

Pocket knives,	Slicers,
Table knives,	Steels,
Spoons,	Carving Sets,
Razors,	Butcher knives,
	Silverware, etc.

In other words, a rather complete line of cutlery.

This line of goods is displayed in show cases on the interior, where they can be seen easily.

Mr. T. B. Howell also has charge of the toy department, that is, large toys such as

Bicycles,	Tricycles,
Velocipedes,	Wagons,
Model builders,	Automobiles,
Scotmobiles,	Sleds,
	Kupie kars, etc.

While we sell a fair amount of them through the year, our large demand for these is around Christmas time; then we are over run.

Electrical and Housefurnishing Department.

These departments are in charge of our manager, Mr. H. T. Taylor. Mr. Taylor has built up this electrical line from a few flash lights to practically anything you desire, in just a few years.

This department is to the left, just as you enter the door, and the cases are displayed with electrical goods at all times. This line we consider a very good one; also a paying one.

Our Mr. Taylor also has charge of the house-furnishing department, which is growing rap-

How Do Yours Compare With Retail Selling Prices Published in This Issue?

idly. These goods are on the left of our store, towards the rear. The merchandise is in bins and on tables where a customer can handle them.

Gas and coal ranges, also oil cook stoves, are displayed on the second floor, where there is more space. These have proven to be a very good line.

Mr. Taylor having been in the hardware business for some years, has a great many friends who have dealt with him for their needs.

Sporting Goods.

This department has developed considerably in the last few years, until now we are known by sportsmen as being the leading sporting goods house in the city.

Mr. Frayser has charge of the buying and management of this department; he also is advertising and display manager.

Being somewhat of a sport himself, he has many friends who deal with him for their needs in this and other lines.

It has only been a few years since we started selling sporting goods on a large scale. We have always carried a few baseball and football goods, and a few tennis rackets; but in the last five or six years we have added to this line until you can get anything you need in the camp, hunting, athletic, fishing tackle, guns,

ammunition, canoes, tents, bathing suits; practically everything you find in a sporting goods store.

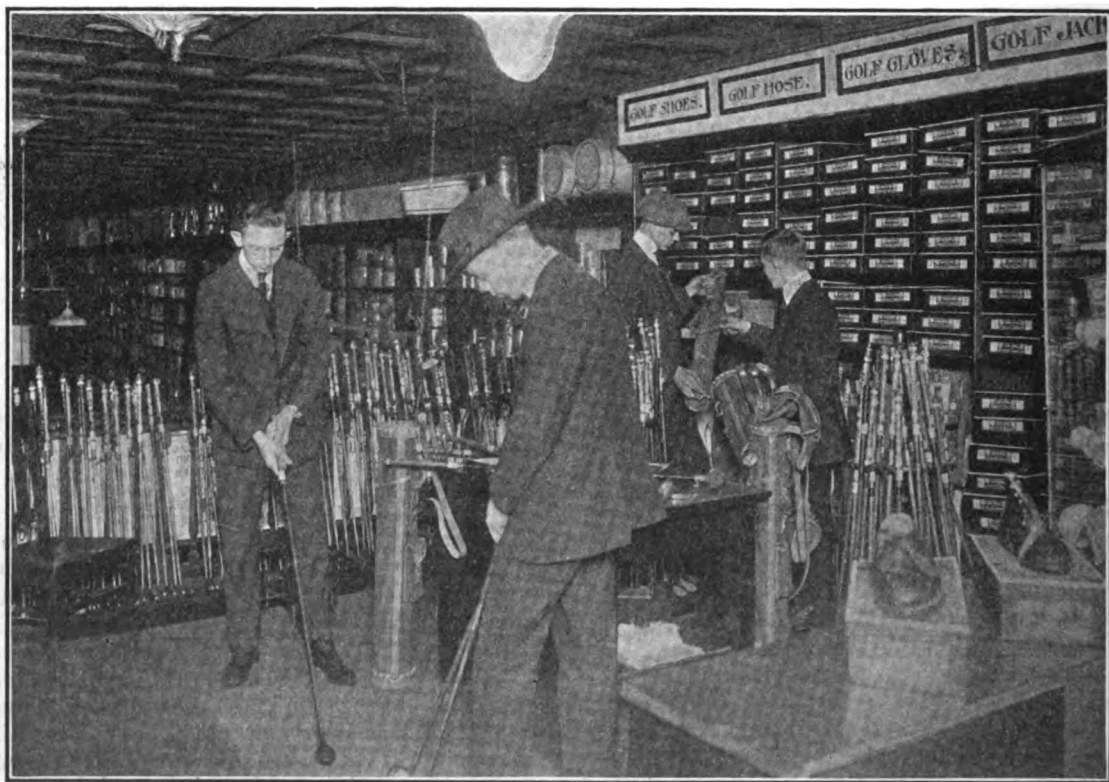
Every season we get out a small catalogue on Boy Scouts supplies, boat club supplies, golf and tennis supplies. These are mailed to customers interested in any of the particular lines. We have a list of the members at the different clubs that also receive a copy.

Our windows are kept neatly trimmed at all times with something in the sporting goods department. These displays are changed once to twice a week. The small cases are changed several times a week.

Our small counter cases are kept trimmed with sample goods with a number corresponding to a stock box where the goods are sold from. Our large goods, such as tents, canoes, camp furniture, etc., are displayed on the second floor. Customers desiring these goods are taken up there where they can be shown properly.

The sign and show card writer's department is also in charge of Mr. Frayser, who has built it up considerably.

"G. A. Wood and R. N. Stone were walking down the street. They passed a pretty girl and Wood turned to Stone and Stone turned to Wood—and then both of them turned to rubber!"



THE GOLF DEPARTMENT OF HOWELL BROS.

What these enterprising merchants have done, should be a lesson to merchants in other sections in developing this trade.

HOW WAR AFFECTS BUSINESS IN ENGLAND

We are so constituted that we like to know what the "other man is doing," what his experience has been, and especially at this time, how war is affecting merchants in other countries.

There is probably no line of merchandising that is more susceptible to unfavorable war influences than those merchants handling a line of general merchandise and department stores.

In order that our readers may have for comparison a report of business in London stores as well as to know the policy of Wanamaker stores in this country, we believe the following statement will be interesting.

The first statement is that of Joseph H. Appel of the Wanamaker stores.

"We base our optimism upon the following fundamentals: The planting of additional acreage at the call of President Wilson will increase largely the crop output of our country, which means more natural wealth.

Money Is Active and Plentiful.

"Large amounts of money are being expended in war preparations, giving work and good wages to everybody. This money is practically all being expended in the United States. Large expenditures made formerly by tourists now are made in our own country.

"Foreign trade merchandise is being supplemented largely by American merchandise, and American manufacturers are rising energetically to the emergency, and making products of a quality and character that came formerly only from abroad.

Industrial Conditions in England Good.

"The experience of England and Canada, where business has remained good even in stressful times, is most encouraging."

The best way to establish the point (that war times are prosperous times) is by stating facts. These are facts.

Some American merchants seem to feel that war times are lean times—times to economize—times to prepare for the worst. Such a view is contrary to all history—is heavily discounted right now, both by conditions in England and America.

Many of London's biggest stores show large profit increases in 1916 over 1915. They are not suffering from dull times, and England is far more seriously affected by the war than America. Here are the figures, remembering that a pound shilling in which these figures are given is approximately \$5.00:

Profits of Selfridge & Co., Ltd.

Year ending January 31, 1913.....	£104,029
Year ending January 31, 1914.....	131,546
Year ending January 31, 1915.....	134,991
Year ending January 31, 1916.....	150,222
Year ending January 31, 1917.....	225,137

Other London Retail Profits.

	1915.	1916.
Whitley's	113,515	£128,515
Crow Wilson	11,495	16,381
Jay's	12,200	15,200
Dickens & Jones.....	26,700	50,800
Harris & Co.....	1,700	7,500
Liberty & Co.....	6,100	32,400
Nicholsons	9,600	12,800
Plummer Roddis.....	17,000	22,600
Swan & Edgar	6,400	15,400
Wallis & Co.....	21,400	30,700

In America, the John Wanamaker stores, of Philadelphia and New York, are planning for prosperity. Other stores with an ear to the ground and an eye on the future, are doing likewise. The Wanamaker stores this season have laid in the largest stock ever carried in the history of the business—\$15,000,00 in merchandise to be sold at retail

FIVE HUNDRED DOLLARS CASH PRIZES FOR WINDOW DISPLAYS

Attention is directed to the announcement of the Aluminum Cooking Utensil Co., New Kensington, Penn., who offer \$500 in cash for the best window displays of their products.

As a matter of fact there are fifty-four prizes; prizes for merchants in towns of more than 25,000 population, prizes for merchants in less than 25,000. So that the small merchant has the same opportunity as the large merchant, and if he don't win the first cash prize of \$50, he has the opportunity of winning one of the other 26 prizes.

Every merchant has from now to December 25 to get in his window displays. Announcement should be noted in this issue.

We have always believed that Secretary Bryan's oft quoted "What is so mysterious as an egg?" was the last word in appreciation of the queen of breakfast foods. His tribute has been surpassed, however, by that of an old colored philosopher of our acquaintance.

"Chicken, suh," said this sage, "is the usefulest animal they is. You c'n eat 'em 'fo' they's bo'n an' aftah they's daid!"

J. P. Krause has succeeded the Babson-Dickman Co. at Seward, Nebraska.

A. K. Mooney has purchased the stock of Martin Schaefer at Marion, S. D.

C. A. Modlin has bought the business of J. F. Modlin, at Beaver City, Nebraska.

E. J. Pream has purchased a new building into which he has moved his stock at Alma City, Minn.

The Tupper & Odden hardware stock, consisting of builders' hardware, heating stoves, kitchen housefurnishings, varnishes, etc., has been bought by Gardner Atherton Hardware Company at Osage, Iowa.

TAX PHASE OF LIBERTY LOAN

Next Installment Expected to Bear Four Per Cent and Subject to Income Supertaxes.

The declared intention of the United States Government to make the next installment of the Liberty Loan a 4 per cent taxable issue, immediately brings up the question of the probable effect of the taxable feature upon the market for the bonds. In the hands of the individual the proposed bonds, according to the plan, will be subject only to the income supertaxes. Naturally, this will increase the demand from persons of small incomes and tend to check the demand as the income rises.

For instance, the schedule of supertaxes as now proposed provides for levies ranging from 1 per cent between \$5000 and \$75,000 to 33 per cent on more than \$500,000. Consequently, an individual could own as much as \$125,000 4 per cent taxable Government bonds, on which the income would be \$5000, without being subject to tax, provided he had no other income. If he owned \$187,500 of the bonds, income from which would be \$7500, a tax of 1 per cent would be assessed on \$2500, or \$25. As the income and rate of tax progress the net yield on the bonds is steadily reduced from 4 per cent, until in the case of an individual paying tax on \$150,000 of such bond interest the yield is brought down to 3.47 per cent, or less than the yield from the original tax-exempt Liberty Loan issue.

The following table shows how the operation of the proposed supertaxes will contract the yield on a 4 per cent taxable Government bond:

Income in 1000's	% tax	Amount of tax	Total	Net yield on 4% bonds 4.00%
5	...	...	...	4.00%
7½	1 on	\$2,500	\$25	3.98
10	2	2,500	50	3.97
12½	3	2,500	75	3.95
15	4	2,500	100	3.93
20	6	5,000	300	3.89
40	8	20,000	1,800	3.78
60	10	20,000	2,000	3.72
80	12	20,000	2,400	3.67
100	16	20,000	3,200	3.61
150	20	50,000	10,000	3.47
200	23	50,000	11,500	3.37
250	26	50,000	13,000	3.29
300	29	50,000	14,500	3.21
500	31	200,000	62,000	3.03
1000	33	500,000	165,000	2.85

It is interesting to note the amount of small subscriptions to the first Liberty Loan. A total of \$1,856,787,900 of the bonds was applied for in subscriptions ranging from \$50 to \$100,000. The higher sum means interest of only \$4000, which falls well within the figure at which the supertax begins to apply, which is \$5000. The lesson of these figures would seem to be, therefore, that a 4 per cent bond subject only to supertaxes as now proposed will touch the man of small or moderate means lightly or not at all; consequently the subscriptions from these sources should be of tremendous size.

AMERICAN HARDWARE MANUFACTURERS CONVENTION

The next convention of the National Hardware Association and the American Hardware Manufacturers Association will be held at Atlantic City, New Jersey, Oct. 17, 19 and 19, with headquarters at the Marlborough-Blenheim.

Secretaries Mitchell and Fernley promise the most interesting and helpful convention that has ever been held. A large attendance is expected.

Matters of vital interest to the nation, in which the hardware manufacturers are playing such a prominent part, furnishing the necessary equipment and supplies, will be discussed, and it might be proper to say this will be a patriotic gathering of American Hardware Manufacturers.

TODAY IS YESTERDAY'S TOMORROW

Today is the appointed time. Do it now. Don't put it off. Remember "procrastination is the thief of time." Do it and be done with it. A pleasant task done has its reward in the inevitable satisfaction which follows productive effort. An unpleasant task done has its reward in the realization that it is over with. Any way you view it, work done today is better done than if put off until tomorrow. Live today for today's sake.

Tomorrow never comes; it is as far away as eternity. Yesterday is gone and forgotten. Yesterday's resolutions are not even memories. Today is the only time; right now. Tomorrow is a habit and a bad one. Live today and every day as though it were the last day. Balance the book of life's work every night. Don't carry a balance of debt forward; it may never be paid. Collect your just dues every day.

Get your full measure of life's joys every day and pay for them right away. You have your share of the work to do; do it now. Don't shirk or put it off. The workers prosper; the drones wax fat for a while, but soon are shunted aside by the wheels of progress. When tempted to procrastinate remember that today's tomorrow never comes, but today is yesterday's tomorrow.

"Everybody has his faults," said Uncle Eben. "De principal difference in folks is whether dey's sorry for 'em or proud of 'em."

THE SERMON

An oriental preacher, asked about his methods of presenting his subject, volunteered the secret of sermonizing:

"When I set out to preach I always divide the sermon into three parts. First, I tell them what I'm going to tell them. Second, I—well, I just tell them. And third, I tell them what I told them!"



FAYETTE R. PLUMB,

President American Manufacturers Hardware Association.

Although probably the youngest executive of this Association, Mr. Plumb is proving one of the most efficient, and is a worthy successor to those who preceded him.

No previous official has given more thought and study to the problems that confront the American manufacturers, and particularly at this time of world strife has his ability been shown in many ways.

BUSINESS IN THE WAR

Portions of the speech which Representative J. Arthur Elston recently delivered show that there is indeed another angle to the work of and for the government during the war than that which the obstructionists would present. The facts to which Mr. Elston called attention deserve to be widely known and remembered.

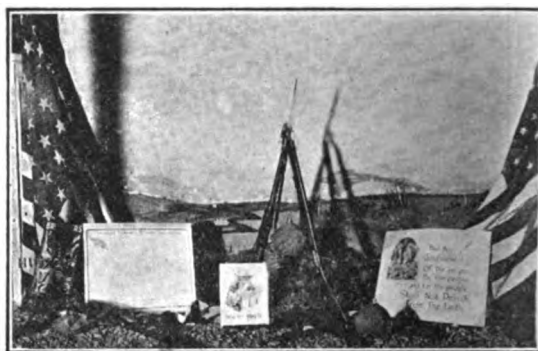
The member of Congress in voicing praise of the performance of the business men and industrial corporations in connection with the government's enterprises was moved solely by his sense of duty to be fair and to have the truth known. Mr. Elston cannot be charged by any one with being a friend of and pleader for "big business." This is what he said:

"If there is anything which distinguishes this war from former wars, it is the voluntary service, the sacrifice, the altruistic purposes and high ideals characterizing the people who are going into it, and not only them, but characterize the most sinister influences in this land—that is, big business. Big business now is being cut from the bottom and the top. At the top its profits are being cut in two in such a way that the Steel Trust will contribute, under the war revenue act, \$40,000,000 a year. Ten corporations will contribute \$273,000,000 out of the war budget of \$2,000,000,000—and you don't hear much grumbling, either. On the bottom, the government has the situation with regard to big business well in hand, and there is not a great spirit of opposition to its interposition at this crisis. It is getting its coal at half price, below what the consumer gets it. It gets its steel at the price it names, copper at half price, lumber \$10 a thousand below the price to the ordinary consumer."

That this statment is wholly true, a simple statement of the facts, may be known to all who read and study without prejudice. But unfortunately there are a great many demagogues and persons with sinister designs against their country's interests, in Congress as well as in private life, who are continually fighting to keep the truth obscured. They have not hesitated to deny business and industry the credit and the honor for such patriotism as it has shown.

It is true that some individuals have exhibited selfishness and rapacity instead of helping the government, and they have had to be regulated and must be watched in the future. But on the whole business and wealth are doing their bit. Mr. Elston has referred briefly to the part of "big business." An inspection at the army and navy enrollments will show that "great wealth" has more representatives in uniform, proportionately, than any other economic class.

M. Hurst has purchased the hardware store of Kern & Hahn at Stanton, Nebraska.



PATRIOTIC WINDOW DISPLAY

Hardware merchants are among the most patriotic business men in the world. They have been quick to respond to the appeal of the government to encourage patriotism.

These are the days when we are learning who are good Americans and who are not, (and aside from the aims sought to be accomplished by the war, it will perhaps serve a most useful purpose in cleaning up our own country, and letting us see where we stand.

Paul J. Greenwood, display manager for A. P. Hutton & Co., Kellogg, Idaho, sends us a snapshot of his patriotic window display, on the occasion of the annual Miners' Picnic, which was recently held.

This snapshot of course does not do justice to the window, which attracted a big crowd, and caused much favorable comment, but it is a neat and simple window trim that could be used by retail merchants in other sections of the country, and will not fail to evoke appreciation.

Joseph Hoeven, Sioux Center, Iowa, has purchased a hardware business.

George Calta has bought the Holmquist hardware store at Geddes, South Dakota.

Anton Plouzek has sold his hardware business at Crete, Nebraska, to E. Jalenck.

P. W. Barthel has purchased the stock of the Hull Hardware Company at Dassel, Minn.

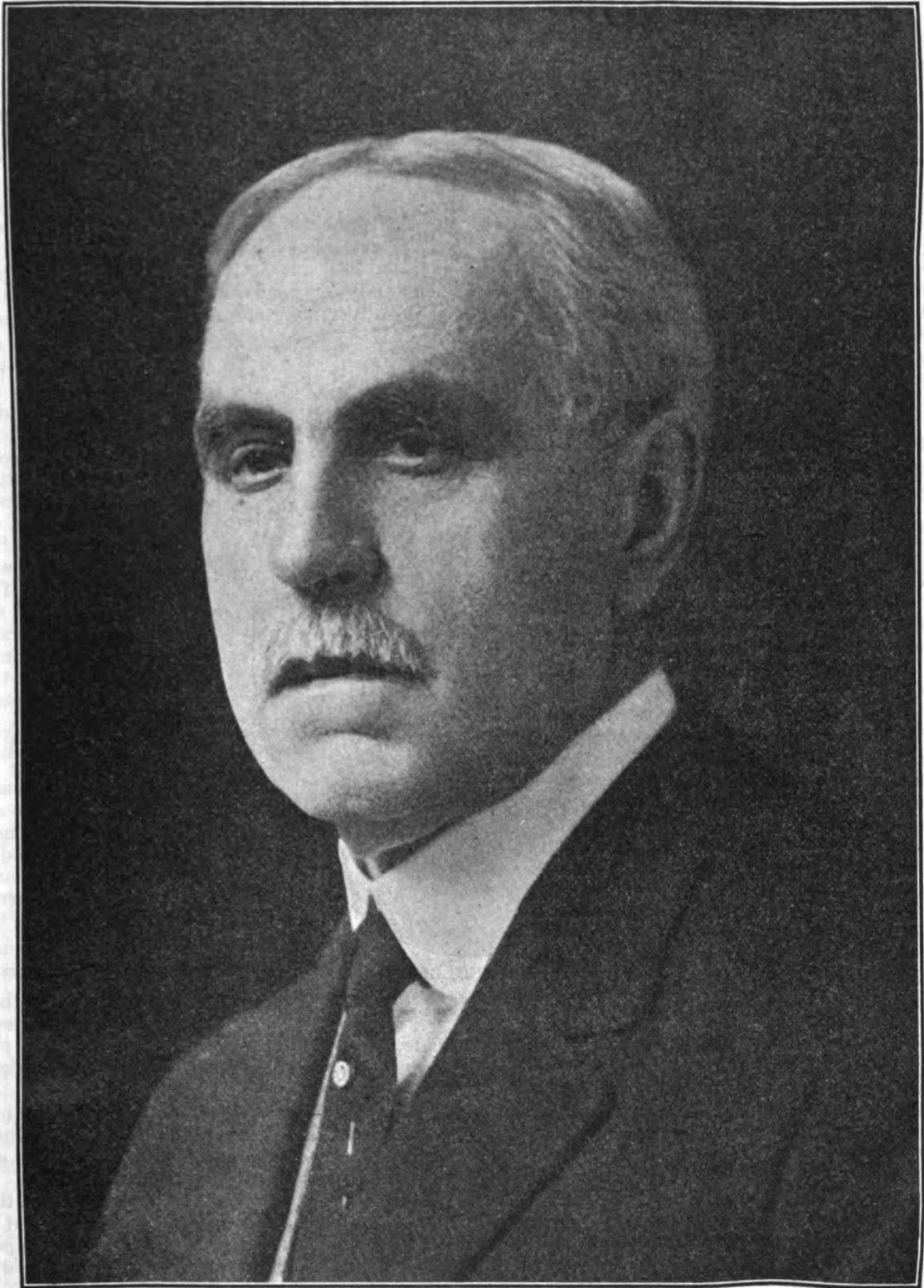
The Stith Hardware Company, Terry, Montana, have moved into their new building.

W. J. Wilson has sold his hardware store at Goshen, Nebraska, to P. C. Schroeder and Son.

Sommerness Brothers and Olson, Kenmare, North Dakota, have dissolved partnership, Oscar C. Olson continuing the business.

The Strong Hardware and Furniture Company, Strong, Ark., has been incorporated with a capital stock of \$20,000, by J. S. Dykes, W. L. Etheridge, P. M. Atkins and R. F. Harrison.

Many Merchants Find the Retail Selling Prices Published Each Month of Great Help to Them.



C. A. KNAPP,

President National Hardware or Jobbers Association, whose annual Convention is always held coincident with that of American Hardware Manufacturers and will be held at Atlantic City, N. J., Oct. 17, 19, 19. As head of the jobbing house of Knapp & Spence, Sioux City, Iowa, he is well known throughout the country.

Window Advertising

Hints Upon the Best Methods to Obtain Appealing Results

By W. L. Fuller.

IN the early days of merchandising the character of the retail or general store was not judged by its general appearance, any more than a man by the clothes he wore. Store fronts which in olden times fulfilled their mission well if they admitted a generous lot of light, today are considered valuable means of publicity and efficient silent salesmen. Today the store that gets a steady transient patronage has a window display and frontage reflecting prosperity, progression and success. Within the past twenty years there has been a noticeable improvement in the store fronts in all large cities.

Success Easily Noticed.

The success of window advertising is easily noticed by the effect the different store windows has in attractiveness and selling power on the masses of people who pass the store. When people stop and come near to your window, your window has got the great essential, the advertising punch.

In old times the style, if such it might be called, was to lay the goods in the window on the floor. The long and short, the tall, square and round shapes all formed a heterogeneous mass. Today, the most practical demonstration possible is given the line to be advertised.

Window advertising and newspaper advertising have so close a connection that usually the two fields are worked simultaneously. The well-featured window's selling power is doubled by crisp and up-to-date ads. in the town paper.

Within a few years it has become a custom to set apart one week in the Fall, usually in October, during which all merchants from coast to coast trim their windows with nationally advertised goods. At this time, too, the newspapers call attention of the public to the various windows so featured. There is usually a keen competition, as each merchant tries to outvie his neighbor, not as to special windows, but rather as to the most attractive featuring of

all the prominent lines. Hardware stores have become so modernized that they as well as other lines have their "opening windows."

The Punch in Advertising.

The punch in window advertising, the same as in newspaper advertising, is nothing less than the best, attractive and interesting impression, striking hard and sinking deep, caused by the advertising method. Window advertising

of today is but an evolution of the old-time peddler's way of getting business. The days are not so remote when the tin peddler drove to the gate, and, letting down the different doors to his wagon, displayed his wares. Still earlier customs were for the peddler to first gain admission and create desire of ownership as he arranged his merchandise before the members of the house, often on the floor.

Successful window advertising cannot be expected if the campaign is carried on by any other than the most modern and up-to-date methods. Old-fashioned windows and narrow ledges and bottoms will not do.

Leaders and Trailers.

In advertising, there are just two classes,

leaders and trailers. The leaders get the profits and the trailers have hard work to keep square.

The modern store has an attractive and neat appearance on approach, and large, one-pane windows have taken the place of the five and six-paned ones of twenty years ago.

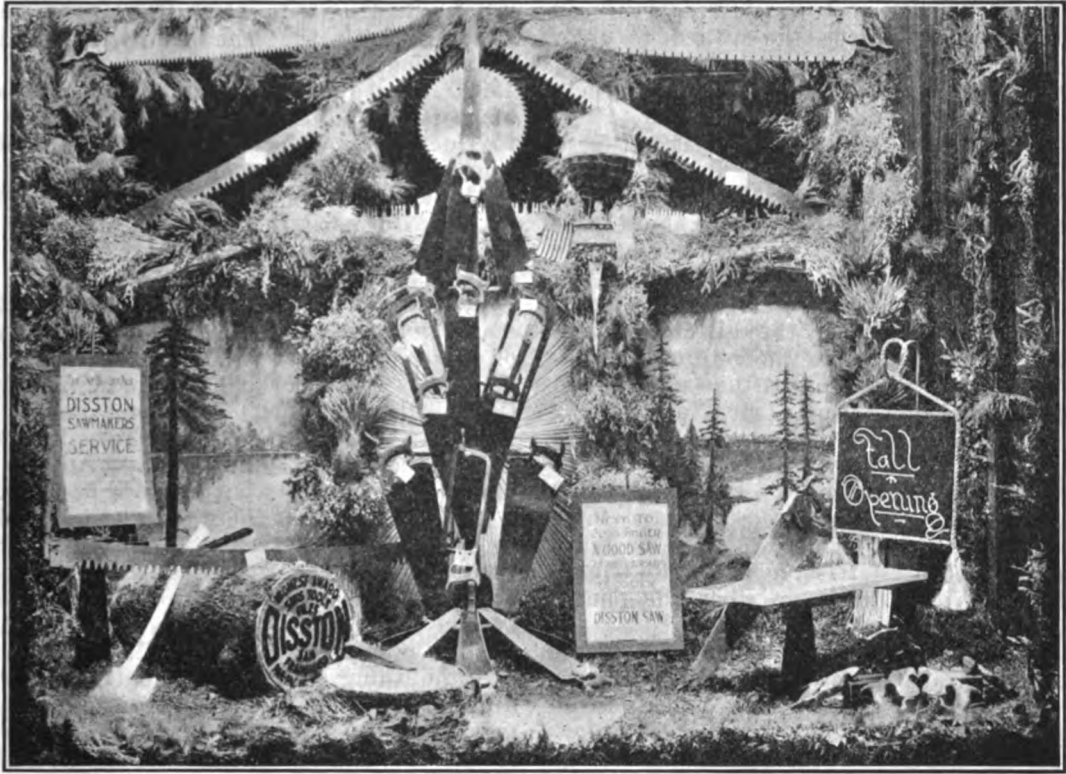
Hardware window advertising requires time of execution. A day is not too much, and on some complicated lines two days is often spent in securing the public's admitted punch in window advertising.

The window must be of good depth, six feet or a little more, and dust proof and well lighted. Window fixtures are a prime necessity; good work cannot be done without fix-



W. L. FULLER,

Whose window displays have brought many first prizes.



A FIRST PRIZE WINDOW.

Some time ago a local window contest was held at Manchester, New Hampshire, a \$100.00 prize scholarship being offered by the Chamber of Commerce for the best window.

A fall opening was to be featured.

Here is the prize window which was trimmed by William L. Fulton, who was connected with the Manchester Hardware Co. at that time.

The ideas and suggestions that are embodied in this window could be used to advantage by other merchants and Mr. Fulton, who made the trim, generously offers other merchants the privilege of using his ideas and suggestions or improving upon them where it can be done.

The balloon shown in the photo was kept constantly in motion by a concealed fan.

The panels are painted on beaver board, the trimming is wheat and sprigs of pine boughs, bottoms of pine needles, yellow silk sunburst in the center of the back.

The sale impetus was immense.

These fall window trims are now in season and we should like to have similar photos from any of our subscribers.

More attention is being placed to window trimming by up-to-date merchants everywhere, for it is advertising that reflects the individuality and personality of a store to a far greater extent than anything else can.

Mr. Fulton has trimmed windows from one end of the country to the other, having formerly been connected with the J. Swift Hardware Co., Castle Rock, Washington, who were later succeeded by the Wehje Dahlman Co., and afterwards he was with the City Paint and Hardware Co., South Boston, Mass.

tures. These fixtures are not an expensive investment if properly cared for. A suitable room should be set apart for their keeping, and the working out of the trimmer's idea. More than anything else and quite indispensable are the stands and price-card holders.

In the best and largest dry goods and department stores, backgrounds are an important factor in the attractive make-up of the window. The modern hardware window also features backgrounds in the same way. Scenic backgrounds are veritable stumbling blocks to many a trimmer. Unless well done they are more damage than help to the window man.

Every commodity has its particular style of exhibition for advertising. The same rules apply to all lines: Don't overcrowd. Observe the rules of balance and symmetry, massing and color harmony.

Many windows are failures because of repellant combinations in color. Timid featuring does not beget good windows. Bold and strong displays may be tempered and shaded, but it's hard to correct a trim that shows the fearfulness of the trimmer.

There are those who may be very efficient in other lines, but who cannot dress a window. When a firm has a good window man they have got a prize. Especially in a hardware store.

Help them in every way to make your window advertising the best in town. If they succeed in prize contests, place the award to their credit. If their current of genius and originality is coming your way, don't stop it; help it by all means.

Window advertising must be original or in spite of the best counterfeiting it will have a flat characteristic. The highest selling power of the hardware window is achieved along these lines, and when trimmed by this method, the attaching of price tickets completes the scheme.

The window must be well lighted at night, preferably, I should say, by the reflector method directly overhead, close to the front of the window. Motion in a window is the last word in window advertising. But it must not detract from the selling power of the window. The units in the hardware window display must exhibit a cooperation that is truly agreeable and consistent. Different seasons have their distinct lines. Every window should be trimmed as if in a contest. The most minute slights of work often show up when the photograph of the work is taken.

In these days of modern hardware store-keeping, the dealer has everything to encourage him. He is not dealing with a multitude of unappreciative beings, but people who know good service and good values, and are certainly patrons when they get the real punch in window advertising.

CONGRESS OF PURCHASING AGENTS

From the standpoint of practical analysis of business conditions and consequent suggestions for the shaping of a course to meet extraordinary conditions yet to come, the Annual Congress of the National Association of Purchasing Agents, to be held in Pittsburg October 9, 10 and 11, is taking on an importance which is impressing itself nationally.

It is recognized that the purchasing agent, particularly during business periods such as now prevail, must be expert not only in the unerring probing of business conditions, but must build upon the sequence of his experience, opinions which must correctly anticipate the future. Failure to anticipate the trend of business affairs, as swayed or regulated by the progress of the war, will be a blunder impossible to remedy. With this fact generally recognized, there can be no doubt that, out of the meetings to be held in Pittsburg, both formal and informal, will come much of the most important industrial and commercial news of the year.

For the first time since the organization of the association five years ago, the importance of participation in a "clearing house" of information has impressed itself on not only

the association members, but the firms and great industries with which they are connected. Practically all the members will attend the convention, which means that not less than 1500 men, required to be expert in the analysis of business conditions, in the causes which lead to fluctuation of prices, in the effect of national events on the commercial market, will meet for exchange of experience and opinion and for formal discussion of plans for the future. They will gather in Pittsburg from all points, traveling in special trains from both East and West, and they will represent the major industries and general business activities of those districts of which the centers are the cities of New York, Chicago, Philadelphia, Cleveland, Pittsburg, Baltimore, Boston, Detroit, St. Louis, Columbus, Buffalo, Rochester, South Bend, San Francisco, Los Angeles and many other smaller, but important cities.

Considering that there is to be in Washington a central purchasing commission for the United States and its allies, which ostensibly will be for the purpose of providing a uniform system for purchases, such as the cost of production plus a reasonable profit, with the idea of establishing a basis for sound business conditions, the convention of purchasing agents in private employ unquestionably will be the means of suggesting and developing ideas through which private business may have voice in the founding and operation of such a vitally important commission.

Wisdom in connection with the specialized business of purchasing comes mostly from experience, and the experience to be represented at the convention will prove its influence upon the Federal Commission through its expression in convention.

It is anticipated, too, that the informal discussions between individuals and groups during the convention, with attendant publicity, will bring to the public a much clearer idea of just what problems must be met and solved, if business is to be maintained during the War.

The Farmers' Hardware Co. will erect a new warehouse, one story, at Lancaster, Minnesota.

E. J. Faut has put in a new store front and steel ceiling and added floor space 50x50 at Brookfield, Mo.

O. H. Gregerson & Son have disposed of their implement stock to the Nevis Implement Co. at Nevis, Minnesota.

The stock baseball goods, cutlery, builders' hardware, fishing tackle, mechanics' tools, etc., of P. Delabar is now owned by H. D. Dohe at Firth, Neb.

The implement and hardware stock of Frederick C. Shogren at Bellingham, Minn., has been bought by Johnson Brothers, who have a branch store also at La Bolt, S. D.

Many Merchants Find the Retail Selling Prices Published Each Month of Great Help to Them.



ALL YEAR ROUND ADVERTISING ON ROYAL PAINTS & VARNISHES

R OYAL advertising service is a steady all-year-round magnetic force that will attract trade for you—every month in the year—all the while—a continuous selling punch that makes your paint stock fast-moving instead of seasonal “shelf goods.”

EVERY MONTH in the year will have a different local advertising campaign on a different Royal product—fresh in its interest to your prospective customers, and every month's campaign linked up to every other month through the similarity of labels, newspaper ads, mailing folders, and window displays, this general relation meaning strong accumulative effect for you.

EVERY MONTH a new set of resultful newspaper ads, inserted free in your local newspaper, over your name—all working hard for Royal sales—right at home—for you.

EVERY MONTH a different selling message (unique folders, forceful letters, etc.) sent by mail to your prospective customers.

EVERY MONTH a new Royal Window Display, something attractive in Window Trims, Window Cutouts, Window Cards, to keep up the interests of the Passers-by.

EVERY MONTH a new feature for your movie advertising; some months a 50-foot cartoon film reel with your ad. on a 10-foot trailer; other months colored ad. slides.

Consider well the force of this all-year-round local advertising linked up to your store. Now isn't it just the kind of a proposition you have been looking for? Why not just credit yourself with one big opportunity and send for the Royal Advertising Portfolio—

“PROFITS VS. COBWEBS”

The A. Wilhelm Company
BOSTON READING, PENNA. NEW YORK

CALIFORNIA DEALERS HOLD FALL MEETING

It is customary for the California Retail Hardware Association, and the Southern California Hardware Dealers to hold semi-annual conventions, which were recently held at Venice, Cal., for the Southern Dealers, and at San Francisco Sept. 27 for the rest of the state.

President Maxwell and Vice President L. T. Hammersley gave an interesting summary of hardware conditions, and the necessity for close cooperation among retail merchants was emphasized.

Discussion of prices and terms likewise came in for an interesting discussion, and other matters such as the continued increase in the cost of doing business, collections, side lines, automobile accessories, were also discussed.

California merchants as with dealers in all sections, are paying particular attention to the sale of automobile accessories and supplies, tires, lubricating oils, etc.

Both associations are in good shape, and the meetings were well attended.

J. C. Thomas has bought the Ulysses Hardware Company's stock at Ulysses, Nebraska.

NORTH DAKOTA ASSOCIATION MEETS IN FEBRUARY

Grand Forks, North Dakota.

To the Editor:

Our executive board has decided on holding the next annual convention on February 13, 14, 15, 1918. No decision has as yet been reached in regard to the convention city, but another meeting will be held during the next ten days and definite action taken.

If you will kindly make mention in your next issue of the dates we have selected it will be greatly appreciated. Yours truly,

NORTH DAKOTA RETAIL HARDWARE ASSOCIATION,
C. N. Barnes, Secretary.

Barton & Froman recently suffered a small loss by fire in their hardware store at Albany, Oregon.

James O'Connor is installing a hardware stock at Petaluma, Cal., in what is known as the Brainerd Jones Building. He will carry this hardware stock in connection with his contracting business.

The Blythe Hardware Co., Blythe, Cal., has been incorporated with an authorized capital stock of \$10,000, the incorporators being R. H. Patten, Ethel M. Patten of San Diego and Elmer Layton of Blythe.



"Pittsburgh Perfect"

Wire Nails

ALL KINDS

Barbed Wire

Baling Wire and Ties

AT RIGHT PRICES TO YOU

PITTSBURGH STEEL CO

359-365 Monadnock Building
SAN FRANCISCO

Shipped from Mill or San Francisco Stock

A. C. RULOFSON CO.

Sales Managers



How a Soldier Found His Bible in a Pack of Cards

A PRIVATE soldier, by the name of Richard Lee, was taken before the magistrate of Glasgow for playing cards during divine service.

A sergeant took some soldiers to church, and when the parson had read the prayer, he took the text. Those who had a Bible took it out, but this soldier had neither Bible nor common prayer book, but pulled out a pack of cards, and spread them before him. He first looked at one card, and then at another. The sergeant of the company saw him, and said:

"Richard, put up the cards; this is no place for them."

"Never mind that," said Richard.

When the services were over, the Constable took Richard a prisoner, and brought him before the Mayor.

"Well," said the Mayor, "what have you brought the soldier here for?"

"For playing cards in church."

"Well, soldier, what have you got to say for yourself?"

"Much, sir, I hope."

"Very good; if not, I will punish you severely."

"I have been about six weeks on the march. I have neither Bible nor common prayer book; I have nothing but a pack of cards and I hope to satisfy your worship of the purity of my intentions."

Soldier Finds Bible in Pack of Cards.

Then, spreading the cards before the Mayor he began with the ace.

"When I see the ace it reminds me that there is but one God.

"When I see the deuce it reminds me that there are Father and Son.

"When I see the trey it reminds me of the Father, Son and Holy Ghost.

"When I see the four, it reminds me of the four evangelists that preached, Matthew, Mark, Luke and John.

"When I see the five it reminds me of the five Virgins that trimmed their lamps. There were ten of them, but five were wise and five were foolish, and were shut out.

"When I see the six, it reminds me that in six days the Lord made heaven and earth.

"When I see the seven, it reminds me that on the seventh day God rested from the great work he had done, and hallowed it.

"When I see the eight, it reminds me of the eight righteous persons that were saved, viz.: Noah and his wife, his three sons and their wives.

"When I see the nine, it reminds me of

the nine lepers that were cleansed by our Savior. There were nine out of ten who never returned thanks.

"When I see the ten, it reminds me of the ten commandments which God handed down to Moses on the tablets of stone.

King Stands for King of Heaven.

"When I see the King, it reminds me of the great King of heaven, which is God Almighty.

"When I see the Queen, it reminds me of the Queen of Sheba, who visited Solomon, for she was as wise a woman as he was a man. She brought with her fifty boys and fifty girls, all dressed in boy's apparel, for Solomon to tell which were boys and which were girls. The King sent for water for them to wash—the girls washed to the elbows, the boys to the wrist—so Solomon told by that."

"Well," said the Mayor, "you have described every card in the pack but one."

"What is that?"

"The knave," said the Mayor.

"I will give your honor a description if you will not be angry."

"I will not," said the Mayor, "if you will not term me to be the knave."

"The greatest knave I know of is the Constable that brought me here."

"I do not know," said the Mayor, "if he is the greatest knave, but I know he is the greatest fool."

"When I count how many spots there are in a pack of cards I find 365, as many as there are days in the year. When I count the number of cards in the pack I find fifty-two, the number of weeks in a year.

"I find there are twelve picture cards in a pack, representing the number of months in a year, and on counting the number of weeks in a quarter, thirteen.

"So you see, a pack of cards serves as a Bible, almanac and common prayer book, all in one."

T. A. Thomas has bought the Badke hardware stock in Belle Plaine, Minnesota.

The hardware store formerly owned by E. J. Ellis at 1405 Robinson road, Grand Rapids, Michigan, has been bought by Harry F. Wells.

F. H. Keyes and Frank Green have purchased the hardware stock of J. A. Ball at Northome, Minnesota, and will move it to International Falls.

The McCollum Hardware Company, Winterset, Iowa, has been incorporated with a capital stock of \$10,000 by C. A. McCollum, J. W. Krell and S. A. Harp.

New Ladd's Discount Book No. 3

A new and enlarged edition of this standard work, comprising the most comprehensive collection of discounts ever printed, as well as many other valuable computations for commercial purposes, is now ready, after months of preparation by the compiler and editor, William J. Ladd.

Is one of the greatest time and labor-saving productions of the age. The net of any amount at any discount can be obtained in a second. The calculations have all been carefully checked. No proving is necessary. It is invaluable for pricing and checking invoices, figuring inventory, making prices, figuring profit, etc. Note the equivalent discounts. Are they worth anything to you?

It contains more than 300,000 Computations including New Discounts and Combinations which have come into use within the last few years. Nearly 600 pages, all double indexed.

60, 10, 10, $7\frac{1}{2}$ & $2\frac{1}{2}$.

Same as { 55, 20, 10, $7\frac{1}{2}$ & $2\frac{1}{2}$. 40, 33 $\frac{1}{3}$, 10, 10, $7\frac{1}{2}$ & $2\frac{1}{2}$.
50, 20, 10, $7\frac{1}{2}$ & $2\frac{1}{2}$. 40, 25, 20, 10, $7\frac{1}{2}$ & $2\frac{1}{2}$.
40, 40, 10, $7\frac{1}{2}$ & $2\frac{1}{2}$. 37 $\frac{1}{2}$, 20, 10, 10, $7\frac{1}{2}$ & $2\frac{1}{2}$.
40, 35, 10, 10 & $7\frac{1}{2}$. 35, 25, 20, 10, 10 & $7\frac{1}{2}$.

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2	00.58 44	12	03.50 65	22	06.42 86	32	09.35 06	42	12.27 27	52	15.19 48	62	18.11 69	72	21.03 89	82	23.96 10	92	26.88 31
3	00.87 66	13	03.79 87	23	06.72 08	33	09.64 28	43	12.56 49	53	15.48 70	63	18.40 91	73	21.33 11	83	24.25 32	93	27.17 53
4	01.16 88	14	04.09 09	24	07.01 30	34	09.93 51	44	12.85 71	54	15.77 92	64	18.70 13	74	21.64 34	84	24.54 54	94	27.46 75
5	01.46 10	15	04.38 31	25	07.30 52	35	10.22 73	45	13.14 93	55	16.07 14	65	18.99 35	75	21.91 55	85	24.83 76	95	27.75 97
6	01.75 32	16	04.67 53	26	07.59 74	36	10.51 95	46	13.44 15	56	16.36 36	66	19.28 57	76	22.23 78	86	25.12 98	96	28.05 19
7	02.04 55	17	04.96 75	27	07.88 96	37	10.81 17	47	13.73 38	57	16.65 58	67	19.57 79	77	22.54 99	87	25.44 19	97	28.34 41
8	02.33 77	18	05.25 97	28	08.18 18	38	11.10 39	48	14.02 60	58	16.94 80	68	19.87 01	78	23.08 21	88	26.33 63	98	29.22 07
9	02.62 99	19	05.55 19	29	08.47 40	39	11.39 61	49	14.31 82	59	17.24 02	69	20.16 23	79	23.37 44	89	27.22 07	99	30.11 28
10	02.92 21	20	05.84 41	30	08.76 62	40	11.68 83	50	14.61 04	60	17.53 24	70	20.45 45	80	23.37 66	90	27.22 07	00	31.00 49

60, 10, 10, $7\frac{1}{2}$ & 5.

Same as { 55, 20, 10, $7\frac{1}{2}$ & 5. 40, 40, 10, $7\frac{1}{2}$ & 5. 37 $\frac{1}{2}$, 20, 10, 10, $7\frac{1}{2}$ & 5.
50, 20, 10, 10 & $7\frac{1}{2}$. 40, 33 $\frac{1}{3}$, 10, 10, $7\frac{1}{2}$ & 5. 33 $\frac{1}{3}$, 25, 20, 10, 10 & $7\frac{1}{2}$.

1	00.28 47	11	03.13 19	21	05.97 90	31	08.82 62	41	11.67 33	51	14.52 05	61	17.36 76	71	20.21 48	81	23.06 19	91	25.90 91
2	00.56 94	12	03.41 66	22	06.26 37	32	09.11 09	42	11.95 80	52	14.80 52	62	17.65 23	72	20.49 95	82	23.34 66	92	26.19 38

The section above shows a part of a page of the book. There are six tables on a page. Put your finger right on the net the hand shows: The net of 73 cents is 21 cents, \$7.30 is \$2.13, \$73.00 is \$21.33, \$730.00 is \$213.31, \$7,300.00 is \$2,133.11.

OTHER USEFUL TABLES

Net of One Dollar showing all discounts arranged numerically, with different ways given for their application.

Per Cent Profit. Tables for adding percentage, affording an accurate and rapid way of making prices with profit added.

U. S. Money Into Foreign Money and Reversed. Pounds, marks, francs, kronen, etc.

Numerical Arrangement of Figured Nets brings the different nets together numerically and increases the value of the other tables.

Twelfths of a Dozen or Gross. These tables, arranged on the plan of the Discount Tables, give the price of fractional parts of a dozen or gross.

600 Pages. Double Indexed. Size, 8 x 11 inches. Cloth. Price, \$6.50, Including a Full Year's Subscription to the HARDWARE WORLD.

ADDRESS NEAREST OFFICE:

Phelan Building,
San Francisco, Calif.

507 Pioneer Building,
Seattle, Wash.

415 Exchange Building,
Los Angeles, Calif.

Hardware World

Boatmen's Bank Building, St. Louis, Mo.

388 Taylor St., corner Tenth,
Portland, Oregon.

204-207 Scott Building,
Salt Lake City, Utah.

220-225 Pacific Building,
Vancouver, B. C., Canada.

OBLIGATORY TRAINING AND VOTING

By E. P. Ripley.

It will be cheaper to win the war than it will be to lose it. The school of experience is very thorough and sometimes very harsh, and the tuition is often high, but there are times when there seems to be no other way really to get results.

As a nation we have failed to heed the advice of the "fathers" of our country when they admonished us to prepare for war in time of peace. Not having done this, we must now pay the price of our neglect. I believe ultimately we will win the war and that democracy will survive and that autocracy will be stricken down, for a time at least.

It is not my purpose to criticize the administration for what it has done or what it has failed to do. I will leave that to others. My purpose is rather to point out some dangers, the ignoring of which may cost us rivers of blood and billions of dollars.

This raises the question whether a hundred millions of people, covering a vast area, with diversified and somewhat conflicting interests, really are permanently capable of self-government. Democracy is the greatest experiment of civilization and it is yet on trial. Volumes could be written upon the dangers to democracy as related to our own country. Space, here, will permit of dealing only briefly with two factors that appear to me to be both pressing and fundamental.

* * *

We are the most lawless people of any civilized nation, and I believe the reason for this is the lack of discipline in the American home and lax administration of our laws. Our children, as a class, resent discipline as an infringement upon their rights. They are headstrong and inconsiderate. Not being controlled and guided, they lack self-control. In failing to insist upon immediate and full compliance with reasonable requests, parents do their children a grave injustice and make trouble for them and others in the years to come. Similarly our courts and juries are too lenient in punishing infractions of law.

It is my opinion, after a long period of observation and study, that the best corrective of this condition is compulsory military training. This would do more than any other agency to build up the physical manhood of young men, to instill patriotism, to create a respect for authority, to teach self-control and make the young man taking it more capable of adapting himself to meet any situation in life. It would broaden his vision, clarify his thinking, and bring home to him the fact that in a democracy every man owes the country an obligation that, whether rich or poor, he must pay in personal service and upon equal terms with

every other young man in the country, and must yield obedience to authority.

* * *

The plan outlined in the Chamberlain bill for universal military training now before Congress is a well-thought-out measure. It insures a square deal for all. It will bring together young men from all walks of life and from all parts of the country; boys from the homes of luxury and boys from the homes of poverty. It will put them in the same uniform, they will have the same duties to perform and will receive the same training without any distinction. This will break down caste, remove misconceptions; it will integrate us into a real nation. It will teach our young men to think in national terms and make democracy a living thing instead of an empty pretense.

Congress can do nothing more necessary (after the present emergency legislation shall have been disposed of) to aid us in the present war and insure the future safety of the nation and at the same time the regeneration of American manhood, then to pass something like the Chamberlain bill, and this should be done without delay, the training under it to begin as soon as the men called for service by the selective process shall have vacated the cantonments now under construction.

* * *

The next important factor in the safeguarding of our country is the compulsory use of the franchise. Popular government, or as the great-souled Lincoln said, "a government of the people, for the people and by the people," requires that everyone entitled to vote shall do so. In no other way can we have a safe, honest and efficient government, and without such participation democracy cannot continue. We must realize that we are not living in a fool's paradise. We are in a real world and we must take a man's part in it. The price we must pay for liberty, if it is to continue, is training for citizenship plus sacrifice and service.

Charles H. Bell and Gus Schimmelpfennig, Delta, Iowa, are now owners of the Snodgrass Hardware Company.

The Garza Hardware Company, Eagle Pass, Texas, has been incorporated with a capital stock of \$10,000 by Jose Angel Garza, Richardo Garza and Jose Angel Garza, Jr.

The Davis Hardware Company, Mount Vernon, Washington, has been incorporated with a capital stock of \$16,000, by Maggie R. Davis, Edmund Davis Winnifred Davis and Russell Davis.

The Burnham-Benson Hardware Company, Eau Claire, Wisconsin has been succeeded by the Schroeder-Nielson Hardware Company, which was just incorporated with a capital stock of \$25,000, by George W. Schroeder, Andrew J. Neilsen and R. P. Wilcox.

COMING CONVENTIONS

The National Hardware Association and the American Hardware Manufacturers' Association Joint Annual Convention, Atlantic City, N. J., Oct. 17, 18, 19, 1917. F. D. Mitchell, 233 Broadway, New York City, secretary-treasurer American Hardware Manufacturers' Association, and T. James Fernley, 505 Arch Street, Philadelphia, Pa., secretary-treasurer National Hardware Association.

Kentucky Hardware and Implement Dealers' Association, Louisville, Ky., Oct. 30, 31, Nov. 1, 2, 1917. J. M. Stone, secretary, Sturgis.

Pacific Northwest Hardware and Implement Association, Spokane, Jan. 16, 17, 18, 1918. E. E. Lucas, secretary, Spokane, Wash.

Indiana Retail Hardware Association, Indianapolis, Jan. 29, 30, 31, and Feb. 1, 1918. M. L. Corey, secretary, Argos.

Wisconsin Retail Hardware Association, Milwaukee, Feb. 6, 7, 8, 1918. P. J. Jacobs, secretary, Stevens Point.

Michigan Retail Hardware Association, Saginaw, Feb. 12, 13, 14, 15, 1918. Arthur Scott, secretary, Marine City.

Pennsylvania and Atlantic Seaboard Hardware Association and the New York State Retail Hardware Association Joint Annual Convention and Exhibition, New York City, Feb. 12, 13, 14, 15, 1918. Headquarters, Hotel Astor, for both associations. Exhibitions in Madison Square Garden. W. P. Lewis, Huntington, Pa., secretary-treasurer Pennsylvania and Atlantic Seaboard Hardware Association, and John B. Foley, City Bank Building, Syracuse, N. Y., secretary New York State Retail Hardware Association.

North Dakota Retail Hardware Association Convention, Feb. 13, 14, 15, 1918. C. N. Barnes, secretary, Grand Forks.

Minnesota Retail Hardware Association, St. Paul,

Feb. 19, 20, 21, 22, 1918. H. O. Roberts, secretary, Metropolitan Life Building, Minneapolis.

Ohio Retail Hardware Association Convention, Columbus, Feb. 19, 20, 21, 22, 1918. James B. Carson, secretary, Dayton.

New England Hardware Dealers' Association Convention, Boston, Feb. 20, 21, 22, 1918. George A. Fiel, secretary, 10 High Street, Boston, Mass.

ARE
YOU
SAVING YOUR MONEY
to invest in the
NEXT ISSUE
of the
LIBERTY LOAN
?

SUFFRAGE STORY

A negro woman was arguing and arguing with her husband, and when she had finished he said, "Dinah, yo' talk don' affect me no mo' than a flea-bite."

"Well, niggah," she answered, "I'se gwana keep yo' scratchin'."



BRIER HILL STEEL CO.
OF CALIFORNIA



STEEL SHEETS
ALL KINDS

Stock or Mill Shipments

Mills at
Youngstown
Ohio

WRITE FOR PRICES
WE WILL DO THE REST

Mills
at Niles
Ohio

Large Stock in San Francisco

359-365 MONADNOCK BUILDING, SAN FRANCISCO

KNOWLEDGE NEVER GOES AMISS

That every ambitious young man who is receptive to new ideas and has his eyes and ears open to possibilities, can always turn his experience to good advantage is amply proven in the case of H. F. Miller, who began his business career some eleven years ago in the sales department of the Western Electric Company of New York.



H. F. MILLER,
Advertising Manager, Goulds Mfg. Co.

After two years training in the sales department he was made a member of the advertising staff. Successive promotions came to him as the result of his hard work and application to business, and in 1913 he had complete charge of advertising the supplies which that company sold.

Partly through his efforts the company began an advertising campaign in 1907. He had previously begun an investigation and analysis of the market for their products, and it was this knowledge that he turned to good advantage in their methods of distribution through the jobber and dealer.

After a short interval with the Otis Elevator Company he decided that the Goulds Manufacturing Company of Seneca Falls, N. Y., was the kind of an institution with which he wanted to be identified.

It gave him the opportunity of growth and development, and while Mr. Miller will not admit it himself, yet we have heard it said that he has had considerable to do with the advertising policy of the Goulds Manufacturing Company. The success attendant upon his efforts amply justifies the correctness of these ideas, for wherever you find a distributor of the Goulds line, you find an enthusiastic

booster for a product that is backed up and given loyal cooperation by their sales and advertising department.

Just as "trade follows the flag," so sure it is that sales result from the proper cooperation between the sales and advertising departments.

Mr. Miller's experience is sufficient to convince any "doubting Thomas" who is sincerely working for the advancement of his employer's interest, that intelligent effort will always find a way or make one.

The Marshall Hardware Co., Republic, Wash., suffered a \$15,000 loss by fire with \$7000 insurance.

W. S. Flower is now conducting the business formerly known as Flower & Johnson at Kanawha, Iowa.

The Erb Hardware Co. recently suffered a loss by fire of \$9000 with an insurance of \$900, in their stock at Culesac, Idaho.

The Rich Hardware Co., Phoenix, Arizona, had the misfortune to lose the stock in their warehouse, by fire, estimated at \$5000.

Frost Wilder and F. W. Whaley, Fairview, Montana, have purchased the stock of the Montana Hardware Company from Hardy Brothers and A. M. Gardner.

J. F. Samuel & Son, Castle Rock, Wash., have recently been shipping tools to the manual-training department of the Y. M. C. A. at Shanghai, China.

The Fallbrook Hardware Co., Fallbrook, Cal., who handle a full line of hardware, household furnishings, plumbing material, paints, oils, farm machinery, report a very satisfactory season's business.

W. L. Carter has purchased the grocery and hardware department of the Needles Co-Operative Mercantile Co., Needles, Cal., and will continue the business.

The Holgate-Enderson Hardware Company, Brownfield, Texas, has been incorporated with a capital stock of \$10,000, by R. H. Holgate, S. H. Holgate, A. W. Enderson and C. C. Handley.

Robertson & Cassou of Escondido, Cal., have purchased the hardware stock of the Escondido Rochdale Co., and have added it to their own stock. They report a very satisfactory season's business.

The Malone Hardware Co., Roswell, New Mexico, have incorporated with an authorized capital stock of \$25,000. The incorporators are E. P. Malone, H. P. Saunders and T. H. Malone of Roswell, New Mexico.

The San Pedro Hardware Co., San Pedro, Cal., reports a most excellent season and a splendid outlook. They are carrying full lines of everything pertaining to hardware, stoves, tinware, brass and iron fittings, and have no reason to complain of the business they are doing or the outlook for the future.

Jameson Hardware Co., McMinnville, Oregon, are now installed in a new two-story building recently erected for them. They have a most attractive store, which gives them the facilities for carrying an increased stock. They are handling full lines of hardware, household furnishings, implements and vehicles. They report a splendid business, and expect to keep busy throughout the balance of the year.



Facts on Galvanoid

GALVANOID is heavily electro zinc coated **after** weaving by our superior galvanizing process.

GALVANOID then receive a covering of transparent varnish, which protects the pleasing gray finish and adds to the firmness and life of the cloth.

GALVANOID is firm, durable and attractive. It is quality goods and looks it.

GALVANOID has "made good" with the trade, having justified our claims that it is the **best** galvanized cloth at any price.

"Its Popularity Grows"

Order from your jobber. If he does not handle Galvanoid, write us and we will see that you are supplied.

We also manufacture

**PAINTED GALVANIZED
AMERICAN BRONZE
GALVANOID ENAMELED
COPPER SPECIALS**

**American Wire Fabrics
Company**

Chicago

Factories:

Clinton, Ia. Niles, Mich.
Mt. Wolf, Pa.

CANADIAN MERCHANT'S UNIQUE ADVERTISING

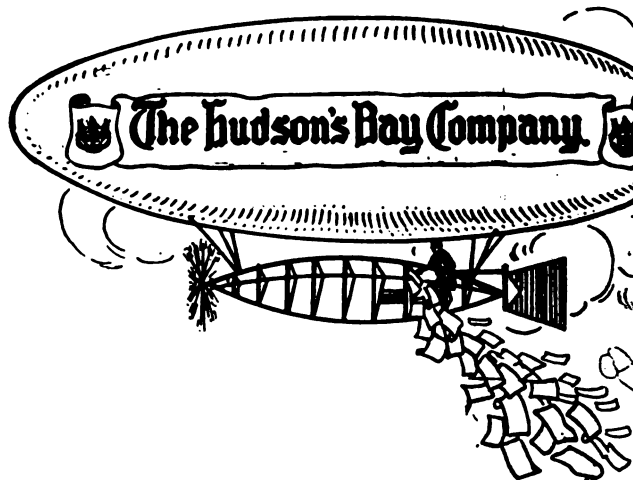
Reference was made in a recent issue of the "HARDWARE WORLD" to the enterprise and progressiveness of the Hudson Bay Co., Calgary, Canada.

During the Calgary Industrial Exhibition recently held the Hudson Bay Co. sent up an airship or balloon, from which 200 circulars were dropped daily, the airship leaving at 11 A. M. daily.

The circulars were worth 25 cents in merchandise. One of the two hundred circulars that were dropped each day was worth \$5.00 in cash to the lucky finder. There were no restrictions to the offer. The remaining 199 that were dropped each day were worth 25 cents to the finders who purchased \$2.00 or more in merchandise for each circular they find.

The Hudson Bay Co. report this a very successful advertising stunt, attracting the attention of the entire city and community.

Airship Leaves Hudson's Bay Roof 11 A. M.



\$5.00

You May Be the Lucky One.

Any one of the circulars dropped from the Airship that leaves the roof of this store at 11 a. m. daily is worth 25c in merchandise to you. There is one in the 200 that drop that is worth \$5.00 in cash to the lucky finder. There is no restriction to this offer. You may be the lucky one today or tomorrow. Who knows? Ascensions on June 29th and June 30th, July 3rd, 4th and 5th; each at 11 a. m.

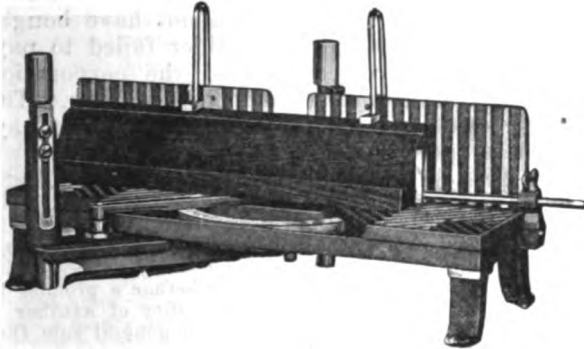
Daily airship trips from the roof of the Hudson's Bay Company. Two hundred circulars drop daily, each worth 25 cents in merchandise, while one is good for five dollars cash. Promptly at 11 a. m. on Friday, June 29th, and at the same hour on Saturday, June 30th, July 3rd, 4th and 5th, the Hudson's Bay Special, a 12-foot airship, will be released from the northeast corner of this building at the intersection of 1st West and 7th Avenue for a short flight. On each of the days mentioned it will drop circulars, 200 in number. One hundred and ninety-nine of these will be worth 25 cents to the finders who purchase \$2.00 or more in merchandise for each circular they find. There is one released each day that is worth \$5.00 in cash to the one who presents it at the Adjustment Bureau not later than noon on the day it is dropped. Merchandise circular redemption void after July 7th.

Stock the MARSH Line

It's Easy to Sell

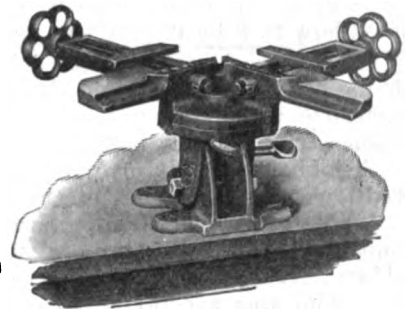
BECAUSE

It's Known
the World Over



I
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E

BEST



We manufacture Quality Miter Machines, Vises, Sanders, Choppers, Iron and Steel Miter Boxes. **THE BEST** that money can PRODUCE and the PRICES are RIGHT.

Write for Circulars and Prices

H. C. MARSH COMPANY, 212 Race St., Rockford, Ill.

OMER COX
Underwood Bldg., San Francisco, Cal.

← **WESTERN REPRESENTATIVES** →

JONES & COX
Newhouse Bldg., Salt Lake City, Utah

SANDS & COX
San Fernando Bldg., Los Angeles, Cal.

STRIMPLE & COX
L. C. Smith Bldg., Seattle, Wash.

TAYLOR & COX
Ideal Building, Denver, Colorado

RUST

Proofing



First Pacific
Coast Plant

Now in
Operation

A fully equipped plant for Parkerizing is now in operation.

A proved method for preventing rust and corrosion, which has been adapted by the leading manufacturers of the East and is endorsed by the United States Government.

A great saving where metals are exposed and in the use of cheaper materials in manufacturing.

Investigate this perfected Rust Proofing. For fullest information write the

PARKER RUST PROOF CO., 931 Santa Fe Ave., Los Angeles, Cal.

IF YOU EVER ASK SOMEBODY TO GUARANTEE A CUSTOMER'S ACCOUNT THIS WILL HELP YOU

(Copyright, by Elton J. Buckley.)

Every day, almost, business men of all degrees are asking customers to give security that bills will be paid, or contracts will be kept, but when that security is offered I find about 90 per cent of those to whom it is given do not know how to take it so it will be binding.

Only the other day I heard half of a telephone conversation which shows the typical ignorance which prevails among all classes of business men on this point.

A jobber was talking with a retailer whose credit was evidently not of the best.

"You get somebody to guarantee your account and I will sell you more goods," said the jobber. Evidently the retailer suggested somebody who was acceptable to the jobber, who said, "He's all right. You get him to call me up and guarantee your account up to \$350 and it will be all right."

In about ten minutes this guarantor, whoever he was, called the jobber and evidently asked what was wanted. The jobber said, "I told _____ if you would guarantee his account up to \$350 we would sell them goods." The guarantor evidently agreed, for the jobber said, "All right," and hung up.

That guarantee wasn't worth the breath that it took to utter it. The jobber had nothing more after it was given than he had before. If his customer fails to pay and he goes against the guarantor, the latter's lawyer will probably raise the point that a guarantee to pay another's debt must be in writing or it does not bind the guarantor. Thereupon the court will dismiss the case.

This is the law in practically all states. Not long ago the Pennsylvania Appeal Court decided a very interesting case along this line. A corporation contracted with a builder to put up an addition to its building. The builder in turn contracted with a material man to supply material. Just about that time the treasurer of the corporation called up the material man

and said, "If there is anything new in the way of tools and machinery that he (the builder) needs to complete the job, don't hold him up; give it promptly and we will see that you are paid."

The material man went ahead on the strength of this promise and supplied the builder with stuff that he could not have bought on his own credit. The builder failed to pay, and the material man sued the corporation whose treasurer had made the promise. The court said it was not liable and need not pay. This is from the decision:—

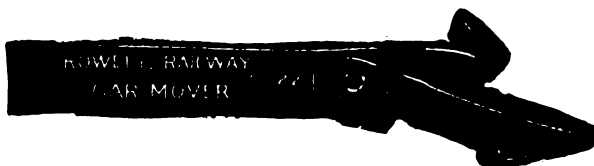
Where one undertakes to enforce a verbal promise to answer for the debt or default of another if the original debt remains it is necessary to show that his case is of a character that is recognized as exceptional. While no rule can be easily expressed by which to determine in all cases whether a promise to be responsible for the debt or liability of another is or is not within the statute it is a general rule that when the leading object of the promise is to become guarantor or surety for a debt for which a third party is and continues to be primarily liable, the agreement, whether made before or after or at the time of the promise of the principal, is within the statute and is of no effect unless in writing.

The statute referred to above is what in all states is called the "Statute of Frauds." It lays down the rule that certain kinds of contracts—among them the promise to pay another's debt—must be in writing.

Where somebody is proposing to guarantee somebody else's account, and the situation is such that you don't feel you can get anything from him in writing, you can protect yourself by saying something like this to him, "We will fix the transaction in another way; you need not guarantee his account; we'll sell the goods to you and consider you the customer." If the guarantor will agree to this you have him, for he would then not be guaranteeing another's debt; the debt would be his own, and the promise to pay one's own debt need not be in writing.

Buck Brothers Hardware Company, Kingsport, Tennessee, has been incorporated with a capital stock of \$5000 by C. E. Cartin, C. D. Buck, W. A. Buck, T. R. Bandy and S. S. Thomas.

**Sold by All
Leading Jobbing and Supply Houses**



Made Only by

G. D. ROWELL & SON, Appleton, Wisconsin

Buy a

SAMSON or ROWELL

Railway Car Mover

And Have a

LITTLE SWITCH ENGINE

OF

YOUR OWN

PRICE EACH, \$5.00

WHAT DID YOU DO?

By Frank Butler

Did you give him a lift? He's a brother of Man
And bearing about all the burdens he can.
Did you give him a smile? He was downcast and blue
And the smile would have helped him battle it through.
Did you give him your hand? He was slipping down hill
And the world, so I fancied, was using him ill.
Did you give him a word? Did you show him the road?
Or did you just let him go on with his load?
Did you help him along? He's a sinner like you,
But the grasp of your hand might have carried him through.

Did you bid him good cheer? Just a word and a smile
Were what he most needed that last weary mile.
Do you know what he bore in that burden of cares
That is every man's load and that sympathy shares?
Did you try to find out what he needed from you,
Or did you just leave him to battle it through?
Do you know what it means to be losing the fight
When a lift just in time might set everything right?
Do you know what it means—just the clasp of a hand
When a man's borne about all a man ought to stand?
Did you ask what it was—why the quivering lip
And the glistening tears down the pale cheek that slip?
Were you brother of his when the time came to be?
Did you offer to help him or didn't you see?
Didn't you know it's the part of a brother of man
To find what the grief is and help what you can?
Did you stop when he asked you to give him a lift,
Or were you so busy you left him to shift?
Oh, I know what you meant—what you say may be true—

But the test of your manhood is "what did you do?"
Did you reach out a hand? Did you show him the road,
Or did you just let him go by with his load?

TACKS ^{SMALL} CUT NAILS

Cobblers' Nails, Glazier Points, Etc.

Double-Pointed Tacks and Staples

Send for Illustrated Catalogue, most convenient and comprehensive

THE SHELTON TACK CO.

Successors to Shelton Co.

Shelton, Conn. New York Office, 96 Warren St.

20th Century Farm Horse

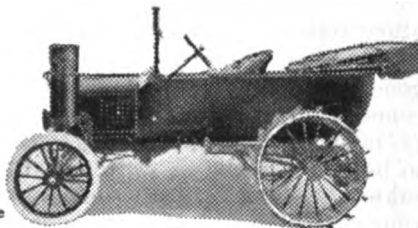
Does the Work of Four Good Horses on Any Farm

\$150.00

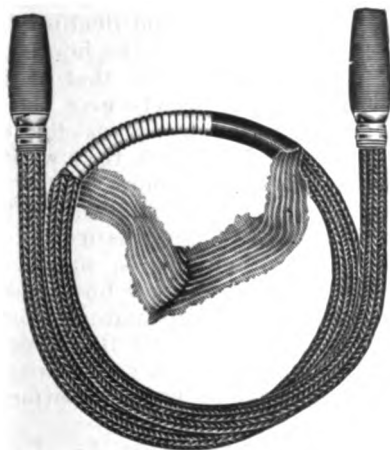
Furnished with
Special Auxiliary
Cooling System.

FITS ANY FORD

Write for Literature



LIBERAL DEALERS' PROPOSITION

FARM TRACTOR CO., 126-200 Doty Street
FOND-DU-LAC, WIS.Everlasting
Gas Tubing

Its double safe. It has a perfect steel core, over which is an extra gas proof compound, and is finally braided in silk or silkoline as desired.

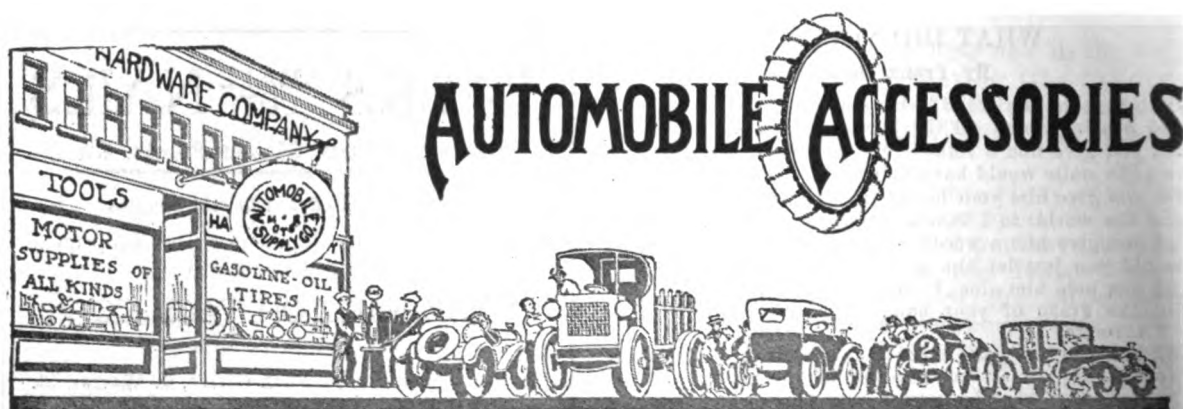
Why take chances with cheap or inferior gas tubing when the price is so little and the risk so great.

This tubing is made in all lengths for stoves and portable lamps, packed one in a box, recommended by all gas companies.

Made by

The Chicago Tubing & Braiding Company
CHICAGO, ILLINOIS

Pacific Coast Representative, BAKER-SMITH COMPANY, Rialto Building, San Francisco, California



SURE OF YOURSELF

Be fortified with facts. Be radiant with enthusiasm. Be prepared with logical argument. Be sure of yourself and without fear of the other fellow. Be confident and optimistic.

Be alert, courteous and considerate. Be a good listener but a powerful speaker when it comes your turn to speak. Be not dismayed. Do not hesitate or falter. Do not allow yourself to be side-tracked or switched off of the main subject. Stand by your guns and you will get your chance to fire. When you do, shoot straight to your mark, score your point and claim your reward.

But above all be brief. Don't waste your time or the other fellow's. This is the era of speed. Time is money. Busy men have use for every minute. Many men talk themselves out of business. Many a sale is made and then unmade by too much talk. There is just so much to say about any subject. The thing is to say it quickly, emphatically, confidently and have done.

This does not mean that you should accept "no" for your answer, but that you should have your argument so well in hand that there will be no answer until you have finished. This means that you must be brief but sure of your points. If the answer is "no" after all, take it gracefully; go home and think it over. The chances are you will find the weak spot in your argument. Then go back, try again, be brief and you will finally win, if you are always sure of yourself.

SPEAKING LIKENESS

You have heard of photographs being so good they are said to be a speaking likeness. That is what your show window should be. You can make it talk for you, you can make it extend a glad hand, a welcome, an invitation to get your prospects inside of your store. In other words, make your window say something to everyone who goes by.

The hardware stores of Jensen Brothers and A. H. Layton, Joplin, Montana, will go into partnership.

LIBERAL STOCKS OF WELL-KNOWN MERCHANDISE A GOOD INVESTMENT

The policies of the trade in regard to purchases for Fall and Spring should not be a very difficult question for the average jobber and dealer to solve at the present time.

The enormous amount of purchasing being done by our own and foreign governments in this country should give everybody an optimistic view as to future conditions. Business is bound to be good, and only a pessimist who turns his face to the wall and fails to take advantage of conditions can find it otherwise.

We believe that the success of all jobbers and dealers is due to careful merchandising and carrying sufficient stock. A careful inspection of orders in the hands of manufacturers will show that merchants have under-bought, rather than over-bought, the past year. Conditions have changed in the jobbing and dealing field from what they used to be, and the house that gives its dealer service is the one that profits. The back-order man must slowly give way to the up-to-date merchant who gives his customers what they want and when they want it. Back ordering has been due more to the lax method of buying it, of many jobbers, rather than the inability of the manufacturer to deliver promptly. In other words, practically every order that the manufacturer has received has been a rush order. Legitimate manufacturers are always glad to extend the shipping time of an order should a jobber find himself accumulating stock beyond his disposition of same.

Liberal stocks of advertised articles of well-known merchandise are always a good investment, and our advice to the trade in general is to be well protected for the coming year, as we feel that it is going to be a question of some difficulty to execute orders as promptly as we would like, and in the increased proportion that we expect to get them.

We look for one big prosperous year for the balance of 1917 and for 1918.

Yours very truly,
CHAMPION SPARK PLUG COMPANY,
By F. B. Caswell.



400 Diamond FORD SIZE Tires

To the
Merritt Hardware Company
Macon, Georgia

Frequent shipments to this company, whose name for 27 years has stood throughout the South for all that's best in hardware, evidence the great demand for Diamond Ford-size tires.

Ford-size Diamonds, like their bigger brothers, recognize no road to be too bad to travel on. They are giants for strength—gluttons for work.

Order a few Ford-size Diamonds *today* from your jobber, and learn the satisfaction of selling an extra mileage tire that costs no more than many other makes, and not as much as some.

**The Diamond Rubber
Company, Inc.**

AKRON, OHIO

BLACK
SQUEEGEE
TREAD
RED SIDES

Diamond Tires

A Man in the Making

A FEATURE of the "HARDWARE WORLD" that is enjoyed by many thousands of our readers are the stories of successful men—men at the head of manufacturing, jobbing and retail institutions.

Many have occupied a place in our pages, and many more will yet appear.

To know something of the obstacles and difficulties these men have had to overcome, proves an incentive and inspiration to other ambitious young men.

In this item we want to tell of a young man who is yet in the making. He has not accomplished much compared to what he expects to do, but for one who has been offered \$100,000 for his secret and invention, will at least indicate he has made a start.

He has invented and is manufacturing an article which he thinks will some day be in universal use by every automobile owner in the country, and when that day arrives it will be a big thing for him. In fact he has several such things under way.

F. J. Kelley as a boy worked in the textile or cotton mills of Rochester, N. Y., where as "bobbin boy" at twelve years old he received \$2.40 a week. When fourteen years old his mother died; and when a boy's mother leaves him at such an early age, it is the greatest loss that can come to him.

The world is so busy nowadays that people have little time to pay much attention to an orphan boy. But he kept back the tears, bit his lip and kept on working, even though he had to pay more for his board than he was getting. However, the odd jobs after working hours evened things up.

Next, driving mules on the Erie Canal, pulling the tow boats, and giving him the privilege of walking fifteen or twenty miles a day, brought him \$19 per month; this was some progress.

When apple season opened, \$1.50 a day picking apples was still getting ahead. But he knew he could not save much driving a canal boat or picking apples; he began to study at night. Chemistry appealed to him and he liked to experiment and see what he could do. The work became more fascinating. While he could

not "mix oil and water," yet the things he could do increased his interest.

He began to study during the spare hours of the day time, but as is natural with every Eastern boy, he wanted to see what was in the "West." When twenty years old he landed in Chicago. No job was in sight except working in a restaurant, but this enabled him to live and continue his studies.

Harvest hands were scarce that Fall in North Dakota, and \$5 a day and "keep" looked like a fortune to him. He saved enough money to still go farther West, and at Seattle he received an extra large dose of enthusiasm and optimism. He had heard of California, and we next find him in Los Angeles a short time thereafter.

He made some good acquaintances. He learned the value of "keeping good company," for he had seen it did not pay to carouse at night, along the "great white ways" of the cities, the fatal lure of many country boys going to a large city for the first time.

He saved his money, put it into material and supplies to continue his studies and work in chemistry. Sometimes he would spend all he had, and if work was slack, he was not adverse to taking a job washing dishes in a restaurant at \$6 a week to buy more material and supplies.

An auto he did not own, but every young fellow likes to take a ride, so he became acquainted with some garage men. They told him of the difficulty of finding a satisfactory polish.

His experience and work in chemistry instantly came

to mind; he would make something that would be better than anything else.

Day and night he worked and at last he felt he had a product he could offer.

He began to demonstrate it to owners on their cars and they liked it. Garage men thought it better than they had used.

He made an article that when one rubs his finger over the polished surface it would not leave a mark—"no oil, no wax, no grease."

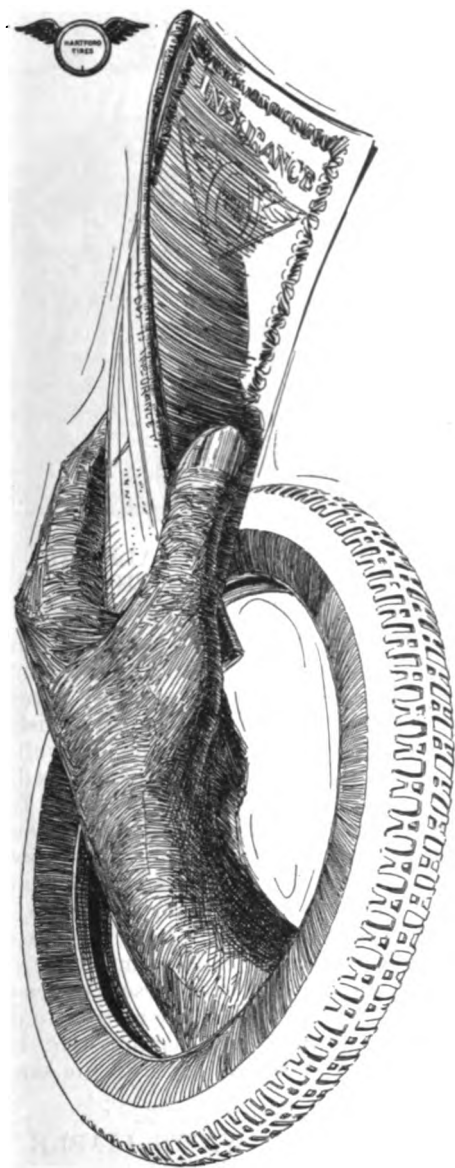
It took the combination of a number of ingredients, perhaps fifteen or twenty of them.

A big corporation or two became interested, their chemists tried to analyze it, but were



F. J. Kelly, who began as bobbin boy in the textile mills of New York, drove a towboat on the Erie Canal, worked at odd jobs on his way west; but all the time was studying chemistry in spare moments, has invented a luster restorer for automobiles, and has refused \$100,000 for his invention and secret.

Although left alone through the death of his parents at an early age, he says he never felt that he was an orphan, because he had so many good friends.



Hartford Tires Are Your Assurance of Satisfied Customers

Hartford Tires have become nationally known as the tires that mean **TIRE INSURANCE** to motorists.

- strength insurance
- durability insurance
- low final cost insurance
- anti-skid insurance

Their rapid increase in popularity is proof of the insurance against tire troubles they are giving to thousands of motorists everywhere.

And every dealer who sells the famous Hartford "H" treads knows they are worthy of this reputation for dependability.

The Hartford dealer knows that they are the safe tire to sell—that the Hartford user is a steadfast customer and friend.

You insure your profits only when you insure yourself of your customer's absolute satisfaction.

Write to one of the following distributors TODAY for information regarding prices, etc.

Marshall-Wells Hardware Co. Duluth, Minn.
 Marshall-Wells Hardware Co. Spokane, Wash.
 Marshall-Wells Hardware Co. Portland, Ore.
 Stauffer-Eshleman & Co. New Orleans, La.
 J. D. Weed & Co. Savannah, Ga.
 Decatur & Hopkins Co. Boston, Mass.
 Putnam Hardware Co. Houlton, Me.
 Albany Hardware & Iron Co. Albany, N. Y.
 F. P. May Hardware Co. Washington, D. C.
 Reilly Bros. & Raub Lancaster, Pa.

Wilson & Pugh Cumberland, Md.
 Prusia Hardware Co. Fort Dodge, Ia.
 Suelflohn & Seefeld Milwaukee, Wis.
 Hibbard-Spencer-Bartlett & Co. Chicago, Ill.
 Belknap Hardware & Mfg. Co. .. Louisville, Ky.
 Geo. Worthington Co. Cleveland, O.
 Tracy-Wells Co. Columbus, O.
 Morley Bros. Saginaw, Mich.
 Witte Hardware Co. St. Louis, Mo.
 E. L. Wilson Hardware Co. Beaumont, Texas

baffled. He was using and selling all he could make.

He had worked hard to make it, and he could not afford to allow the secret to be taken away, so to this day in a building under artificial light and in rooms where no windows are found, this polish is being made.

A garage man suggested the name "Common-Sense," and a company has been organized. The product is being sold by both hardware and accessory jobbers, and F. J. Kelley has made his start.

He sells it to owners on a "money-back" guarantee. Follow directions, use it as told, and it will do all that is claimed for it.

Before he will sell it to a jobber he wants to demonstrate it, and wants the jobber's own men to try it out for themselves first.

As we have said, this is a start, a man in the making, a beginning.

Among readers of the "HARDWARE WORLD" are many ambitious salesmen and clerks, many of them are probably working just as hard, under as adverse circumstances, but it is the hard work, the obstacles, that develop a man, that makes him think.

Do you remember the old motto in your copy book, "No excellence without great labor." Kelley believes that, too.

FLESH COLORED

A fat old colored woman entered the drug store and looked around uncertainly.

"Has you all got any paper an' envelopes with flesh-colored bodahs?"

"Was it mourning-paper you wished?" inquired the clerk.

"You's struct it, disactly! But I disremembered the name. Gib me a box of it, if you please, sah."

Teacher—"If a man gets four dollars for working eight hours a day, what would he get if he worked ten hours a day?"

Johnny—"Ten hours a day! He'd get a call-down from de union."



**FISH OR ORDERS, IT IS ALL THE SAME
TO BILL—ONE OR THE OTHER IS SURE
TO BE "GRIST IN HIS MILL"**

No wonder W. T. (Bill) Powell, manager tire sales of the Diamond Rubber Company's San Francisco branch, looks happy after landing this fine string of trout. Wary fish, however, are not the only big things Powell lands. He always has an order book tucked away somewhere in his jeans, and whether for fish or for tire orders, all his trips are successful.

Mr. Powell is one of the best-known tire men on the Pacific Coast, and is as much at home in Phoenix, Arizona, or Pocatello, Idaho, as he is in Salt Lake City, Los Angeles or San Francisco. He has friends everywhere.

"Bill" Powell says that these fish are caught somewhere in the U. S. A. He refuses to divulge the exact location of his fishing hole, because he wants to try his luck again in the same spot next year.

FELLOW WHO WAITS LIABLE TO GET LEFT

We believe in view of present manufacturing conditions that it is of particular advantage to the dealer, as well as the jobber to place his orders as far in advance of requirements as possible.

The fellow that waits until the last minute is liable to get left. In the auto trade, however, the frequent transfer of ownership of garage and supply dealers precludes from a credit standpoint, any general arrangement of dating on anticipated business, and may possibly be looked upon as undesirable.

The early placing of orders however is essential notwithstanding because of conditions beyond control at the time.

CAPITAL ELECTRIC CO.

Salt Lake.



AUTOMATIC MEASURING BARREL PUMP

Will fit any shipping barrel; a self-measuring outfit at a small cost for Kerosene, Gasoline, or Oils; a big saving; no transferring, no funnels or measures required; no spilling; correct measurements; hose can be used if wanted; thousands are in use. Satisfaction guaranteed or money refunded.

Groetken Pump Company
171 Middle Ave., Aurora, Ill.

CENTURY TIRES



Century-Plainfield Tires

Have a SUPERSERVICE built in with a DETERMINATION — then carefully inspected and oversized. That is why their large guarantee becomes a fact when real service begins.

Users want CENTURY Superservice Oversize Tires.

CENTURY Dealers find that sales are certain on CENTURY-PLAINFIELD Tires.

Write for Dealers' Proposition

GUARANTEED 7500 miles small sizes. 6000 miles large sizes

TERRITORY DISTRIBUTORS

Pacific Hardware & Steel Company
San Francisco, California

Pacific Coast Branch and Warehouse

Factory and General Offices
PLAINFIELD, NEW JERSEY

Century
-PLAINFIELD Tire Co.

430 Golden Gate Avenue
SAN FRANCISCO

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A Tire Man Who Never Tires

Takes The "Ire" Out of Tires
Puts The "Fire" In Selling Them

THE development of the tire industry in the United States is nothing short of phenomenal—marvelous, does not begin to express it. You have heard people talk about the growth of the Auto industry, but do you ever stop to think that if it were not for the progress and development, and one might well say, the perfection in manufacture of rubber tires, the auto industry would be far behind what it is today.

Nine years ago a young North Carolinian, F. R. Goodell, just out of college, began work for the Converse Rubber Shoe Company of Massachusetts. He first sold rubber boots and shoes, at the same time studying the rubber situation. He believed he could not know too much about the product he was to sell, and so he began a close analysis of the situation, embodying the results in charts showing the high and low water marks as it were of the business.

Just as a chemist finds it necessary to thoroughly analyse a product in which he is interested, so Mr. Goodell analyzed the rubber market and situation. As a result of his thorough-going and pains-taking effort, he has come to be recognized as an authority and expert, but you will never get him to admit it, though those who have been brought in contact with him hold a different opinion. Perhaps he will admit he is a student, that he is studying the rubber situation, and that he learns something new every day.

There is plenty of rubber in the world today, if it could be transported, but this difficulty lies in the fact that vessels are needed for transporting provisions, supplies, troops, ammunition and commodities that it is imperative the world have immediately. As yet rubber has not been included in the category of preferred commodities and that is the reason why tires are going up in price. It is reasonable to expect they will continue to advance.

There is plenty of rubber to be had, and if only the boats could be obtained, it would be selling for twenty-five cents per pound.

Only when normal conditions are restored will there be a decline in price, and where is the prophet who can tell to a certainty when

that day will arrive. Probably he is next door to the man who predicted that the war would be over in 90 days.

Bernhardi in his book, "Germany and the Next War," said it would last seven years, and one-half of that time has already elapsed.

But only 55% of rubber enters into the production of a tire. Fabric, drugs and labor, have all advanced wonderfully, which does its "bit" in the increasing cost of tires.

Mr. Goodell has recently written a book entitled "Tire Making and Marketing," which will soon be placed before the public, and which discusses the industry in a thoroughly comprehensive manner.

Aside from his pride in the product which he sells, Mr. Goodell is proud of the fact that North Carolina is the place of his nativity, and that he is the head of an interesting family which bears his name.

The trouble with most manufacturers of good tires is that the demand is greater than the supply. This is the difficulty he has been working under, notwithstanding the factory in Massachusetts is working day and night. Their output has been doubled and yet the demand increases.

The Converse Rubber Shoe Company have had as much to do with putting the hardware trade in the tire business as anyone else, and the cooperation which they extend is another reason why their distributors are enthusiastic over the Converse Triple Tread.

Watch F. R. Goodell; you will hear and know more about him as the days go by and you will be glad that the "HARDWARE WORLD" has given you this opportunity of getting acquainted with him through our pages.

Mr. Goodell, the "HARDWARE WORLD" readers, a good many thousand of them, extend to you their greetings and good wishes, and will be interested to keep in touch with you.

E. J. Albright has purchased the implement and harness stock of Stockhill & Emmons at Conklin, Mich.

C. E. Behner is now with the Maris Cash Hardware Store in Glasgow, Montana.

The hardware stock of H. L. Pierce has been sold to Roy Lytle at Little Sioux, Iowa.



Modesty, Thy Name is F. R. Goodell,
Selling Agent
Converse Rubber Shoe Company.

American Chains

The Complete Chain Line

**Weldless — Electric Welded -- Fire Welded. All Sizes —
All Types — All Finishes. From Plumbers'
Safety Chain to Ships' Anchor Chain**

In addition to Coil Chain of all sizes, types and finishes, we manufacture a great number of fast selling specialties:

Weed Tire Chains,
Weed Chain-Jacks,
American Tire-Lock Chains,
American Welded Towing
Chains, and Dobbins,
Blow-Out Chains.

Halters, Dog Leads and
Kennel Chains, Cow Ties
and Tie-Out Chains,
Heel Chains, "Elweltra"
Trace Chains, and
Saddlery Hardware.

Hammock and Porch Swing
Chains, Sash Chains,
American Galvanized Chain
for Arc Lamp Suspension,
Friction Chains for Looms, and
Chains for all special purposes.

We are the sole manufacturers of the Campbell
Hammerlock Self Spreading Cotter Pin.
The most economical and practical
Cotter Pin on the market.



**AMERICAN CHAIN
COMPANY, INC.**

BRIDGEPORT  CONNECTICUT

In Canada: Dominion Chain Co., Ltd., Niagara Falls, Ontario.

Boston Office:
107 Massachusetts Ave.

Chicago Office:
529 West 12th Street

San Francisco Office:
714 St. Clair Building

Largest Chain Manufacturers in the World



HOW MANY TIRES ARE YOU SELLING OF THESE MILLIONS?

When motor cars were rare, tire mileage costs made little difference. But now, when men are buying cars as they would a suit of clothes or a pair of shoes—when our annual car bill is more than a billion dollars, and for tires about one-third of a billion—tire economy is a matter of great concern.

About 4,000,000 cars are now registered in this country, wearing 16,000,000 tires. Adding only one mile for each tire, to the enormous mileage piled up each day by these cars, would save a handsome fortune for the motorists of the country.

H. G. Palmer, manager of the Automobile Tire Department of the Goodyear Tire & Rubber Co., in commenting on the various kinds of abuse innocently inflicted upon motor tires, preventing them from attaining their allotted three score and ten, declares that much of this mileage is lost through the fabric breaks caused by hitting stones imbedded in the road.

"So many people are now buying cars, who know comparatively little about cars or tires, that it is not surprising that merciless abuse is heaped upon them," he says. "Hardly one motorist in a hundred appreciates the terrific strain placed on tires when travelling at high speed over ordinary roads. Your tires may withstand a shock equal to ten tons weight while running at a speed of twenty-five miles an hour over country roads, and a little later you have a blowout while running over a perfectly smooth street. Something had happened. What was it?

"This is what happened. The terrific impact of the tire and the stone imbedded in the road did not visibly affect the exterior of the tire. Had you looked it over you could not have found a mark. But on the inside of the tire a break in the tire fabric was started when the blow strained it beyond its limit of stretching strength. Perhaps only one layer of fabric was injured. The other layers soon followed suit and the blowout resulted.

"It is common practice for our car owners to bump front wheels against the curb stones when parking their cars, especially if the brakes do not hold properly. Many drivers make no pretense of slowing up for street car tracks or bridge approaches. There is much fraternizing with ruts and stones in the road. All of these make for fabric breaks which rob the tire of many miles that were built into it at the factory. With these points in mind it should be easier for drivers to obviate the loss that comes from breaks in the tire fabric."

Gwendolyn—"I hear that Fanny Forty-odd is to be married. Who is the happy man?"

Grace—"Why, her father."—Puck.

LUBRICATING OIL A REPEATER

There is no product or accessory in connection with the automobile business that brings back customers more frequently than a good lubricant.

This is the experience of thousands of merchants throughout the country.

Many merchants have found that lubricating oil that can be purchased in steel drums, thus avoiding waste, is economically handled, is one of the very best "accessories" that can be stocked.

It is important, however, to handle a high grade oil, and oil that is clean and of a uniform grade.

A motorist generally knows that the best, whether it is oil, spark plugs, tires or tools, is always the cheapest in the long run.

In every community, it may be said, there are hundreds and hundreds of customers which the merchant can have almost for the asking, if he is handling a good lubricant.

AN EFFICIENT AUTO LOCK

Despite the activity of the police and the numbers of auto locks that are on the market and being sold every day, auto thieves are still thriving merrily and in great numbers.

Doubtless this is largely due to the fact that most of the autos that are locked at all are locked with key locks that are easily picked. And many times the motorist who is in a great hurry and thinking that he will leave his car only a minute, neglects to lock it or leaves the key in the lock. It only takes a moment for the skillful thief to hop into the car and away with it, and it is seldom that the owner ever sees it again.

There is a new lock on the market, however, that promises to do much towards eliminating this evil. It is called the Walker Ke-Les and works on a combination principle—the same as a bank vault or safe, only much simpler. It is manufactured by the Walker Ke-Les Lock Company, of Chicago.

There are 87,000 different combinations of numbers possible, and the lock can be changed at a moment's notice from one to another. The lock consists of a combination of three numbers and when "on" it disconnects the magneto, the battery and the gasoline, making a lock that is impossible to "pick" or break.

The Walker Ke-Les can be locked or unlocked at a moment's notice either at night or daytime—in less time than it takes to hunt for a key, and is of such simple mechanism that it will last a lifetime. It sets flush with the dash or instrument board, same as speedometer.

The price of the Walker Ke-Les is only \$10, and is being sold by all automobile accessory dealers.

The Walker Ke-Les complies with all police and fire department regulations, and seems in every way to be, at last, the solution of this auto thief problem.



The Wealth of the World is Protected

by Safe Deposit
Combination

KEYLESS LOCKS

Thousands of
Motor Cars
are Protected by



WALKER

COMBINATION

KE-LES LOCKS



No Keyhole to
Find

No Key to
Lose

For Large Cars

\$10

(\$15 Properly
Installed)

Immediate
Delivery

\$5

(\$7.50
Properly
Installed)

30 Day Deliveries

WALKER, JR. KE-LES LOCK

ADAPTED FOR FORDS

MONEY BACK GUARANTEE

We absolutely guarantee that each Walker Ke-Les Lock will positively do everything we claim for it or your money refunded.

Safety-Vault-like combination, with safety vault security. A simple twist of the wrist—turn the knob to three numbers—and your car is locked or unlocked in a couple of seconds. No complicated mechanism—just smoothly operating noiseless discs—the ONE auto lock thieves can't beat.

Watch out for substitutes! Tell your accessory dealer, garage, repair shop or supply store that you want a "WALKER" and see that you get it.

WALKER KE-LES LOCK COMPANY

Factory: Aurora, Ill.

Sales Dept. H., 2015 Michigan Avenue
Chicago, U. S. A.

Protect your motor from the dangers of overheating by insuring perfect lubrication. This can be effected only with a high grade oil like

Tiolene

"The Motor Oil That's Clean"

It not only increases the life of your motor, but gives it that velvet smooth purr and quick "pick-up."

You can buy Tiolene in steel drums and save money. More important, however, is your assurance that you are using a uniform grade of the finest motor oil.

Write for particulars to

Tiona Oil Company

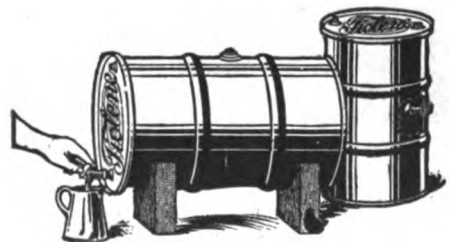
Binghamton, N. Y.

OR

Union Hardware & Metal Company

Los Angeles, California

*Distributors for Tiolene in Southern
California, Nevada and
Arizona*



HENRY FORD'S RULES FOR SUCCESS

Everything begins with thought.

If a man knows where he is going nothing will stop him.

Every man gets what he deserves; if his thinking is wrong he will lose out.

Most people make the initial mistake in business of thinking about the dollar.

If a man is trying in his business to serve the good of others the money will come, it is bound to come, he cannot fail.

One of the first things every man must realize if he is going to succeed is how little he can accomplish alone; the second is that everyone has some good in him and can do something well.

I believe in big business; the bigger the organization the bigger the opportunity for more men to contribute the special good in themselves.

Every man can do some one thing well, but no man can do a lot of things well at the same time.

In business there is no escaping the law of compensation; if you do a man a mean trick, you pay; if you do yourself a mean trick, you pay.

If a man worries it is because he has done something that is not on the square, or else because he hasn't thought deeply enough to clearly understand his problem.

Most people eat too much, and in consequence they sleep too much and don't think enough.

My advice to every business man is: Work and read and think, and then work some more and then some more, but don't ever stop thinking.

Don't ever be afraid of criticism; criticism is the greatest educator in the world if we will only let it be.

Roy Green, Alexander, Iowa, has sold his hardware store to John Modderman.

The store of the Conway Hardware Company, Conway, Iowa, was destroyed by fire.

NEW HOWE SPOTLIGHT MODELS AT POPULAR PRICES

Two popular priced spotlight models embodying the famous patented Howe principles have been added to the Howe line. The two new models retail at \$5.50 and \$4.00. The new No. 5 model (see illustration) follows the specifications

of the famous model 9 of the Howe spotlight which retails at \$8.00. It is a double shell lamp of 100 per cent Howe quality in every way—has the same graceful torpedo shape and baked-on enamel finish—4-inch rear view mirror—on-and-off switch in the handle—and the patented spring controlled Howe bracket. This bracket permits an instant turn to any angle—at the same time, through spring control, the lamp is held firmly in whatever position it is turned. Jars and vibration do not affect the position of the lamp and all wear is compensated. With this, as with all Howe spotlights, clamps are furnished in seven styles to fit each and every windshield frame. In fact model 5 embodies all



the famous Howe exclusive features and the only difference between it and the No. 9 is the reduction in size. It measures six inches across the face, whereas the larger model measures seven and a quarter inches and is correspondingly larger in other specifications. The new Howe Junior No. 15, also illustrated, is a single shell spotlight of very sturdy construction—it has a convex lens—4-inch rear view mirror—on-and-off connector switch—baked-on enamel finish—the famous Howe spring controlled bracket which attaches to the windshield frame by the special Howe clamp made to fit each type of car. A full line of tail lights are also being manufactured by the Howe Manufacturing Company, 1732 S. Michigan Ave., Chicago, Ill.

Intemann and Cordes, Guernsey, Iowa, have sold their hardware store to T. H. Miner.

H. E. Tucker has bought the hardware store of W. R. Allison at Seymour, Iowa.



One of our correspondents tells us this photo of the line of mermaids at Venice (Venice, California, mind you, for since the war begun, Venice, Italy, is no more in the public print) belongs in the Auto Accessory department, on account of the "rubbering" that was going on. Of course this picture had nothing to do with the fact that the hardware merchants of Southern California recently held a convention at Venice; that was a mere coincidence, for Venice has other attractions besides its wonderful beach. Its citizens think it occupies the same relative position as Atlantic City does on the Jersey Coast.

HERCULES SPARK PLUGS



GUARANTEED 5 YEARS

DISTRIBUTED BY

A. Baldwin & Co., Ltd., New Orleans, La.
 Julius J. Bantlin Co., Cincinnati, Ohio.
 G. W. Barnett Hdw. Co., Montgomery, Ala.
 Beck & Corbitt Iron Co., St. Louis, Mo.
 Geo. F. Blake, Jr., & Co., Worcester, Mass.
 H. F. Brownell Co., Sioux Falls, S. D.
 Burhans & Black, Inc., Syracuse, N. Y.
 P. Burns Saddlery Co., St. Louis, Mo.
 Caffaratti & Co., Buenos Aires, Argentina.
 Canton Hardware Co., Canton, Ohio.
 Hugh Carson Co., Ltd., Ottawa, Ontario.
 Central Rubber & Supply Co., Indianapolis, Ind.
 Cook Iron Store Co., Rochester, N. Y.
 Andrew Cowan & Co., Louisville, Ky.
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 Doubleday-Hill Electric Co., Pittsburg, Pa.
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 Fort Wayne Iron Store Co., Ft. Wayne, Ind.
 J. D. Grant, Fargo, N. D.
 Gray & Dudley Hdw. Co., Nashville, Tenn.
 Hackett, Gates, Hurty Co., St. Paul, Minn.
 The George Hamburger Tool & Supply Co., Denver, Colo.
 J. H. Haney & Co., Omaha, Neb.
 Harbison & Gathright, Louisville, Ky.
 Harpham Brothers Co., Lincoln, Nebr.
 John J. Harrington, Richmond, Ind.
 Havana Commission Co., Havana, Cuba.
 Hercules Co., Westfield, Mass.
 Hibbard, Spencer, Bartlett & Co., Chicago.
 Hoffman Hdw. Co., Los Angeles, Cal.
 Holmes Hdw. Co., Pueblo, Colorado.
 H. S. Howland Sons & Co., Ltd., Toronto, Ontario.
 T. T. Hutchisson & Co., Wheeling, W. Va.
 Charles Ilfeld Co., Las Vegas, N. M.
 Indianapolis Saddlery Company, Indianapolis, Ind.
 Inland Iron Co., Fresno, Cal.
 Inter-State Oil Co., La Crosse, Wis.
 Janney, Semple, Hill & Co., Minneapolis, Minn.
 Kelley-How-Thomson Co., Duluth, Minn.
 King Hardware Co., Atlanta, Ga.
 Klostermeier Bros. Hdw. Co., Atchison, Kas.
 Knapp & Spencer Co., Sioux City, Iowa.
 Korschmeier Co., Lincoln, Neb.
 Larson Hdw. Co., Sioux Falls, S. D.
 La Salle Light Co., Chicago, Ill.
 Lee-Coit-Andresen Hdw. Co., Omaha, Neb.

Lerch Brothers, Baltimore, Md.
 Rice Lewis & Son, Ltd., Toronto, Canada.
 Logan-Gregg Hdw. Co., Pittsburg, Pa.
 Matador Tire & Vulcanizing Co., Chicago, Ill.
 Miller-Morse Hardware Co., Winnipeg, Manitoba, Canada.
 Minnesota Autosupply Co., Winona, Minn.
 Morse Hdw. Co., Bellingham, Wash.
 C. Neidhardt & Co., Rochester, N. Y.
 Northwestern Electric Equipment Co., St. Paul, Minn.
 The Ohio Rubber Co., Cincinnati, Ohio.
 Oskamp Auto Supply Co., Cincinnati, O.
 Palace Hdw. & Arms Co., Phoenix, Ariz.
 E. Scott Payne Co., Baltimore, Md.
 Peden Iron & Steel Co., Houston, Texas.
 John Pritzlaff Hdw. Co., Milwaukee, Wis.
 W. E. Pruden Hardware Co., New York.
 Richmond Hardware Co., Richmond, Va.
 Robinson Bros. & Co., Louisville, Ky.
 Robison Heavy Hdw. Co., St. Joseph, Mo.
 Ross-Frazier Iron Co., St. Joseph, Mo.
 St. Paul Electric Co., St. Paul, Minn.
 Scheffer & Rossum Co., St. Paul, Minn.
 J. H. & F. A. Sells Co., Columbus, Ohio.
 Doherty Sheerin & Co., Indianapolis, Ind.
 J. B. Sickles Saddlery Co., St. Louis, Mo.
 Simmons Hardware Co., St. Louis, New York, Philadelphia, Toledo, Minneapolis, Sioux City, Wichita.
 Sligo Iron Store Co., St. Louis, Mo.
 Smith-Worthington Co., New York, N. Y.
 Strevell-Paterson Hdw. Co., Salt Lake City, Utah.
 Suelflohn & Seefeld, Milwaukee, Wis.
 Supplee-Biddle Hardware Co., Philadelphia.
 Sullivan Supply Co., Saginaw, Mich.
 Stuart-Howland Co., Boston, Mass.
 W. H. Thorne & Co., Ltd., St. John, N.B.
 Tool Specialty Co., Kansas City, Mo.
 Universal Accessories Co., Indianapolis, Ind.
 Van Camp Hdw. & Iron Co., Indianapolis, Ind.
 Wagner Hardware Co., Mansfield, Ohio.
 James Walker Hdw. Co., Ltd., Montreal, Quebec, Canada.
 Waterhouse & Lester Co., San Francisco and Los Angeles, Cal.
 Weed & Co., Buffalo, N. Y.
 Western Automobile Supply Co., Omaha, Neb.
 W. R. Wheeler Co., Indianapolis, Ind.
 Wood, Vallance & Co., Ltd., Hamilton, Ont., Canada.

JOHN T. ROWNTREE, INC., COAST REPRESENTATIVE

Los Angeles San Francisco Seattle Salt Lake City Denver

MANUFACTURED BY
ECLIPSE MANUFACTURING CO.
 INDIANAPOLIS—U.S.A.



**JUST THE SOCKET
WRENCHES THAT SELL
JUST THE WAY TO SELL THEM**

No. 300 includes an assortment. Quantities and sizes are determined by exact demand, and the Chest is offered **FREE** with the assurance that **Solves Your Wrench Problems**. Write—Ask for Catalog No. 183-D.

FRANK MOSSBERG CO.
ATTLEBORO, MASS., U. S. A.

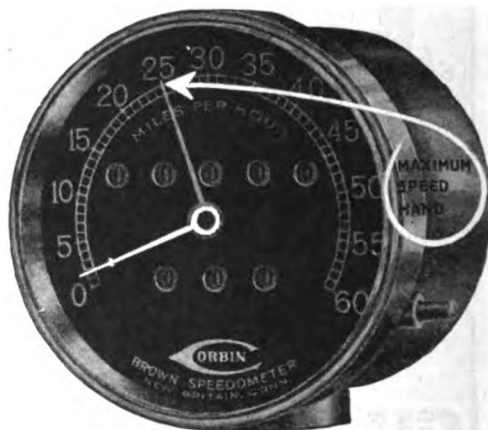
HASTINGS & ANDERSON CO., Chicago, Ill.
EWING-LEWIS CO., San Francisco, Cal.
EWING-LEWIS CO., Los Angeles, Cal.
D. L. HERMAN, Seattle, Wash.
F. W. LYNN, Dallas, Texas.
W. W. CRANDALL CO., Nashville, Tenn.

AUTOMOBILE ACCESSORIES



If you handle Auto Accessories, Motoreycles and Bicycles, why not get in touch with a Wholesale House that handles this line exclusively and place yourself in a position to serve your customers with anything they could possibly require in this line. You should have our catalog as a reference. Write for it. It will mean big business to you. Our motto—"If it's kin to an auto it's related to us."

MOTOR CAR SUPPLY CO.
1451-53-55 Michigan Ave.,
Chicago



Count the Miles on a

CORBIN-BROWN SPEEDOMETER

Each mile will be accurate. That is one of the chief reasons for the Corbin-Brown's existence—it is **accurate**. Made upon a principle that is utterly immune to extraneous influences, this instrument remains accurate at all degrees of temperature and under all conditions.

Its hand is steady. Its dial is clear. Its numerals sharply defined.

Furthermore the Maximum Speed Hand Device which registers the highest rate of speed attained and remains at that point until reset, enables the driver to keep his eyes at all times on the road without constantly shifting them back to the speedometer.

*Dealers can do no better than
to carry the Corbin-Brown.
Automobilists can do no better
than to equip it. Write
for catalog.*

The Corbin Screw Corporation

The American Hardware Corporation,
Successor
NEW BRITAIN, CONN.

Branches: New York Chicago Philadelphia

*Makers of
Corbin Duplex Coaster Brakes for Bicycles*

Here's Profit You Never Had Before
Cash in on the Demand We are
Creating for
KOR-KER Puncture Cure

It's a Time Tested Proven Success

Kor-Ker seals punctures instantly, and permanently. It ferrets out and stops slow leaks. Kor-Ker prevents under inflation—you dealers know what that means to the life of a tire. Kor-Ker is a preservative of rubber. We guarantee it will not injure tires, but on the contrary give them longer life. Motorists have tried Kor-Ker out and found it's made good under the most severe tests.

We have distributors in U. S., Canada, England, France, Russia, Norway, Sweden, Holland, Spain, Portugal, India, Egypt, S. Africa, S. America, Australia, New Zealand, Java, Philippines and Trinidad.

**[We are advertising KOR-KER for you in
25 leading magazines]**

There's a big, liberal profit in it for you. But first make us prove to your own satisfaction that we've got the goods. Then let us tell you what other dealers are doing with Kor-Ker. *We invite the most thorough investigation.*

ALCEMO MFG. COMPANY, 101 Bridge St., Newark, N. J.

ALCEMO MFG. CO.

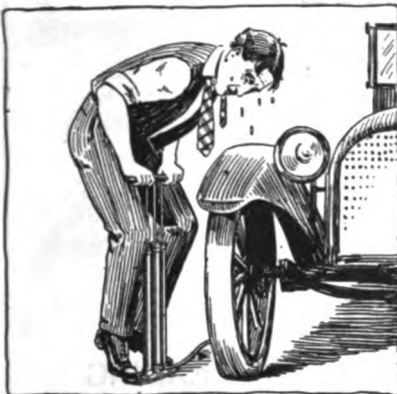
101 Bridge St., Newark, N. J.

Please mail me your book
and your dealer
proposition.



Driving Nail into Tire Treated with Kor-Ker Puncture Cure. This is the strongest proof anyone can ask and will convince the most skeptical.

Write for Free Test. Try it yourself



THE OLD WAY
Both Man and Car are Tired



THE ROSE WAY
Nobody Tired But the Car

**A Back Breaking Job for a Strong
Man is Child's Play**

With a

Rose Tire Pump

"It's the Patent Valve"

**ON THE MARKET THREE YEARS AND NOW
THE BIGGEST SELLER IN ITS LINE;**

For Sale by Most Jobbers

TO SHOW YOU we will send you a sample Rose Pump direct from the factory at the regular dealer's price, transportation charges prepaid, providing you will send us the name of your jobber.

LIST PRICE \$3.00

J. H. Haney & Co., Hastings, Neb.
MANUFACTURERS

*Rose Tire Pumps, Rose Grease Guns, Rose Fan Belts, and All
Automobile Leather Accessories*

WHITON HARDWARE CO.

DISTRIBUTORS



"The Beautiful"

MORE THAN ANY OTHER EQUIPMENT

Headlight Lens

ARE COMMANDING THE ATTENTION OF

Motordom

A NEW LENS

Has been perfected. It has been designed by the WORLD'S LEADING
ILLUMINATING EXPERTS

Faults common to most Lens ARE ABSENT

The night driving features ARE ALL THERE

8 to $8\frac{1}{4}$ Inches

\$2.00

$8\frac{3}{8}$ to $8\frac{3}{4}$ Inches

\$2.50

9 Inches and Over

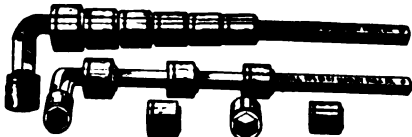
\$3.00

WRITE FOR AGENTS' TERMS

SEATTLE

Break Any Sedgley Wrench

And We Repair It No Charge

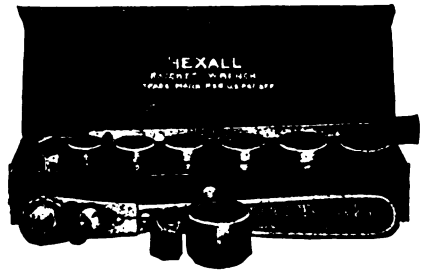


**"HEXALL"
SOCKET WRENCH NO. 5.**

A splendid tool. 10 1/2" hexagon steel handle, 7 sockets made from bar steel, case hardened. Sockets pack neatly on handle when not in use. Friction ball in handle prevents them from dropping off. Weight only 21 oz. Price \$1.60.

Sedgley Quality is your
Guarantee of
Durability

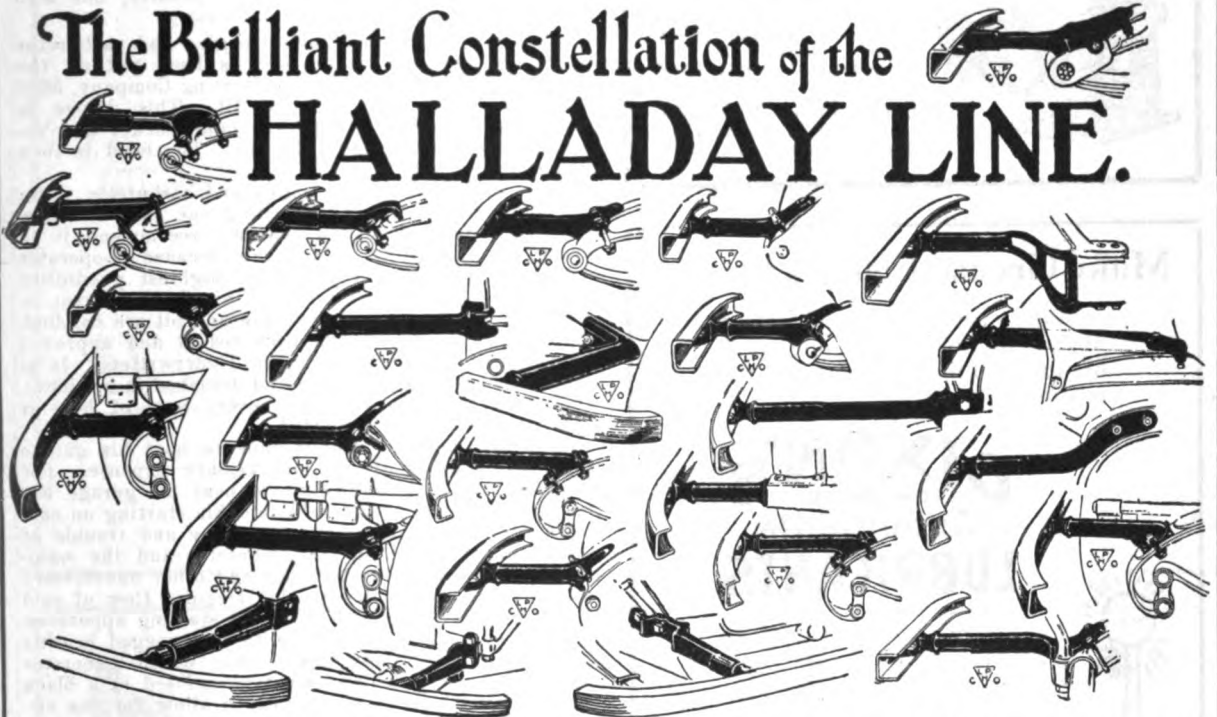
Dealers:
Ask your Jobber



"HEXALL" RATCHET WRENCH NO. 2.
7" handle, steel forging, two screw driver bits of best tool steel. Extension bar, six inches. Seven sockets of case hardened steel, for bolts and nuts from 5-16 to 5-8 of an inch. Weight, 1 1/4 lbs. Set, complete with 11 pieces, \$2.50.

R. F. SEDGLEY, Manufacturer
2311-13 N. 16th St., Philadelphia, Pa.

The Brilliant Constellation of the HALLADAY LINE.



Mr. Dealer: In this galaxy of stars of the Bumper firmament you will find a bumper to fit every car on the road.

If you carry this line you can control the bumper business in your territory.

Write us or the nearest distributor today for full details of the most profitable accessory in the automobile field.

L. P. HALLADAY & COMPANY, Streator, Illinois

DISTRIBUTORS

Asch & Co., 16-24 W. 61st St., New York City.

Gray-Heath Co., 1440 Michigan Ave, Chicago, Illinois.

E. L. Thompson Co., 817 Boylston St., Boston, Mass.

Sanford Brothers, Chattanooga, Tenn., Southern Distributors.

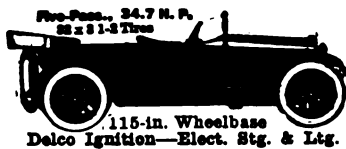
Hughson & Merton, Inc., San Francisco, Los Angeles, Portland and Seattle, Pacific Coast Distributors.

Many Merchants Find the Retail Selling Prices Published Each Month of Great Help to Them.

Driver Agents Wanted

Drive and demonstrate the Bush Car. Pay for it out of your commissions on sales, my agents are making money. Shipments are prompt. Bush Cars guaranteed or money back. Write at once for my 48-page catalog and all particulars. 1918 Models now ready.

Address J. H. BUSH, Pres., Dept. 1008,
BUSH MOTOR COMPANY, Bush Temple, Chicago, Ill.



HERE'S
THE
CAR

Five-Pass., 34.7 H. P.,
28 x 31-2 Tires
115-in. Wheelbase
Delco Ignition—Elect. Stg. & Ltg.

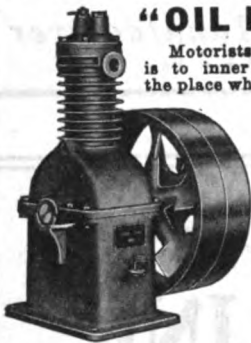
"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill their tires with

CURTIS AIR—FREE FROM OIL

Five different sizes of compressor. 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pneu. Mch'y. Co.
1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.



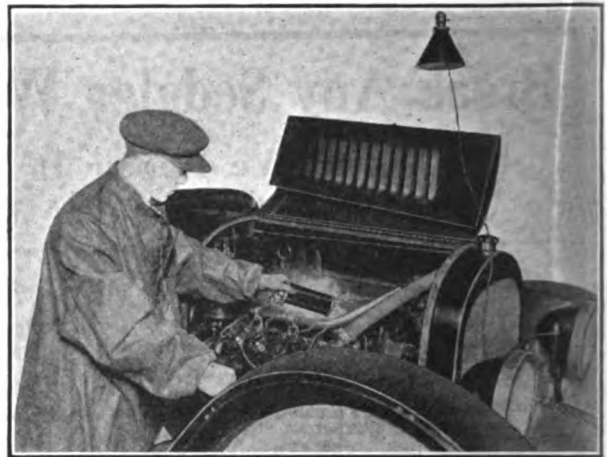
Make Grease Figures Mount

Make your Grease Figures Mount by selling the one kind of lubricants that serve your customers best.

DIXON'S GRAPHITE Automobile LUBRICANTS

bring your customers back and make increased sales for you because they are the 100% lubricants. Send for Dixon's Dealers' Deal No. 230G.

Joseph Dixon
Crucible Co.
Jersey City, N. J.



ELECTRIC ENGINE HEATER

Since the high cost of coal and individual heating plants for private garages have almost made prohibitive the winter operation of motor cars, car owners are turning to a device which concentrates the heat where it is needed—under the hood of the car. It seems the heating of the whole garage has gone out of date, not only because it is expensive, but also because it is wasteful and unnecessary.

To meet the demand for an engine and carburetor heater, a lamp socket device has been put on the market by the Hughes Electric Heating Company, 5660 West Taylor Street, Chicago, Ill. This device is quickly attached to the garage lamp socket and inserted under the hood of the car. The hood is then replaced and blanketed.

This heater keeps the engine and carburetor warm all night at a cost not exceeding one cent an hour. Its simplicity, safety and economy recommend it to every winter motorist. It is safe because it operates without a flame or without the slightest possibility of danger of any kind. This is vitally important in a garage, where so much gasoline and oil are handled. Moreover, this heater has been tested and approved by the National Board of Fire Underwriters. It is simple because it is attached and detached in a minute, and it is economical because every unit of heat is generated where it is needed.

For the motorist who intends to heat his garage this device saves all the unnecessary expense. For the man who does not want to heat his garage but finds that he has considerable trouble starting on cold mornings, this heater saves the delay and trouble of applying hot cloths to the carburetor and the manifold, saves scoring the bearings and other unnecessary wear on the engine due to the irregular flow of cold oil, and saves the straining of the starting apparatus.

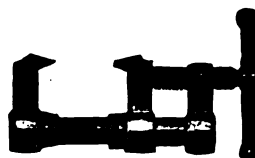
The body of the heater contains a rugged heating element—a heavy resistance wire which generates a powerful heat. This element is inclosed in a black metal shell which is perforated to allow for the circulation of the heated air from within.

Blowers & Mathews Co., Reedley, Cal., have disposed of their hardware business to L. M. Brown of Exeter, who has taken possession and will continue the business at Reedley.

MAKE YOUR CAR RIDE EASIER

Knowles' Spring Leaf Spreader
Adjustable to any size auto spring—100% easier riding, and squeaking stopped. Also a good repair clamp.
\$1.50, all dealers, or sent prepaid.

SPRING LEAF LUBRICATOR CO.
1066 Forest Ave. Ann Arbor, Mich.



Romort Automatic Air Valves

THE SERVICE STATION'S FRIEND

Style A



List Price
\$3.00

This Valve is a guaranteed device and has no equal for free air stations. Will withstand any rough or hard usage and abuse. Recommended for any free air station or air storage plant, repair shop or any station that is subjected to hard, rough usage. Air is released only when the Valve is pressed on to the tire and when disconnected is thrown down absolutely air-tight; the operator cannot waste your air. Will fit any size tubing, and comes equipped with the famous Romort Pump Connection Rubber.

Style B



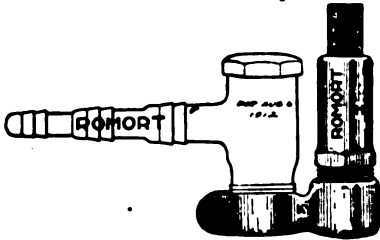
List Price
\$1.00

The Style B Automatic Air Valve is recommended to free-air stations requiring a small and inexpensive air device. Stem is made to fit any size tubing, and is automatic in opening and closing, and guaranteed to be positively air-tight. We strongly recommend this Valve for use of private or public garages, vulcanizers, tire repair shops, etc. Every Valve leaves the factory equipped with the Romort Pump Connection Rubber.

Romort Tire Tester Attachment

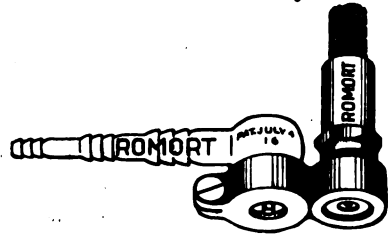
A GARAGE NECESSITY

For Style A



List Price, \$1.50

For Style B



The Romort Tire Tester Attachment is a device for attaching your gauge to either Style A or Style B Air Valves, and gives the service station a permanent holder for its gauge, ready for instant use by the public. Simply screw your gauge into the holder and you have a tire tester and tire inflator combined in one, and the old trouble of losing gauge is forever over. We sell only the holder attachment. Every garage with free air should be equipped with the Romort Tire Tester Attachment.

Caution—When ordering, state whether for Style A or Style B Valve.

FOR SALE BY ALL JOBBERS

ROMORT MANUFACTURING CO.
SEATTLE — CHICAGO



Placed
Operated
Reversed
Withdrawn

All from the handle-end

Is placed on handle
and pushed under
car

Folds in middle for
stowing away.

Thousands in use. Absolutely guaranteed. Write for dealers' prices

LANE BROS. CO.

POUGHKEEPSIE, NEW YORK

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

FREE SAMPLES TO MERCHANTS

When a manufacturer is willing to back up his sales policy and products on a money back guarantee proposition, or offers to send free samples to merchants to try out, it is pretty good evidence of the merits of an article.

Of course, it isn't every article that can be distributed in free samples, but with a puncture cure it is a little different, and while it costs money to make an efficient puncture cure, just the same as anything else, yet the Alcemo Mfg. Co., Newark, New Jersey, are so confident of the merits of their puncture cure, that the merchants will become enthusiastic over it, they are willing to send a free sample to any merchant for a trial.

The advertising and cooperation they give to merchants makes the line a desirable one to handle.

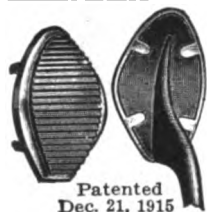
One merchant recently wrote them they can make as much on a \$150.00 investment of Kor-Ker Puncture Cure as the average merchant can on a \$1500.00 or \$2000.00 investment, and any man looking for a small investment with large profits will do well to invest in Kor-Ker.

Now that is the kind of talk that pleases merchants, and when merchants give that experience, it is something that is worth looking into.

FULL OF GOOD THINGS.

The "Hardware World" has so many good things in it, and I have often heard them referred to by many merchants.

Your magazine is certainly a live wire.
Ohio. M. A. GRIFFITH.



Patented
Dec. 21, 1915

"PERFECTION"
PEDAL PADS

FOR EVERY MAKE OF CAR

Clamped on in less than one minute. No bolts or drilling of holes in pedal necessary. Send for free printed matter.

AUTO PEDAL PAD CO., INC.
794-D Seventh Avenue, New York

Schuette Recording Compass Company
Manufacturers of

POCKET COMPASSES

MANITOWOC, WIS.

Powerene is Equal to Gasoline
at 5 Cents Per Gallon

AN EXCELLENT OPPORTUNITY is offered to one man in each county to introduce and sell POWERENE and to look after the business of the county.

POWERENE IS GUARANTEED to remove and prevent carbon, and to be harmless to all metals, making a motor fuel which saves repairs, adds snap, speed and power, doubling the life of all gasoline motors.

THE GUARANTEE IS PRINTED ON THE LABEL of each package. An amount equal to 20 gallons of gasoline will be sent prepaid to any address for \$1. Write at once for particulars to

W. PORTER BARNES

Sole Manufacturer

Box B, Santa Rosa, Cal.

BETTER LATE THAN NOT AT ALL

If the copy books can be relied on, there is no more profit in teaching Towser a new trick, than in giving Grandpa singing lessons. In either case the results do not justify the expense, says F. R. Goodell. But times are changing—in the tire business the "old dog" has come into his own. There were no youngsters when the industry first hove in sight—and even now the distributing end of the business is largely in the hands of comparative amateurs—men at least, who started late.

It was the "old dog" in the bicycle and repair business who first learned the new set of tricks—he was nearest to the spot—so he played with his own cards, named his own trumps and made up the rules as he went along. He took a lot of profitable tricks before anybody else knew he was playing. As yet no one has been born to greatness in the tire business—a few have achieved success—but the great majority have had success thrust upon them. It is still a free-for-all, catch-as-catch-can fracas, with the odds fairly even, but favoring the hardware trade.

PLAN OF THE DAYTON RUBBER MFG. CO.

R. L. DeVoe, general sales manager of the Dayton Rubber Manufacturing Co., has just given out a statement of the selling campaign for the 1918 season.

The company has made rapid strides during the past year, working three shifts in the factory, and running 24 hours a day.

Sales for the first six months of 1917 were greater than the total of 1916.

The new plant, which will more than double their capacity, will be ready for occupancy by the middle of October.

The company has been gradually supplementing its sales force and with the opening of three new branches next month, will employ 50 or more additional salesmen for the coming season. Other branches in principal cities will also be opened.

The sales plan of the company is of very great interest to all dealers on account of the unusual advertising and selling cooperation which is offered.

The Pneumatic tire which is known as the "Dayton Thoroughbred" is put out on a quality basis backed with a sales and advertising campaign that will assure a dealer of a rapid turnover.

The few hundred dealers who have been handling Dayton Airless Tires will welcome the announcement of a vast increase in the production of Ford sizes.

A very extensive national advertising campaign has been outlined which will cover all national periodicals, farm papers and a large list of trade papers.

The extensions that have been made places the Dayton Rubber Mfg. Co., as one of the few largest tire concerns in the country.

On October 1st the Dayton Rubber Mfg. Co. will pay its regular quarterly dividend at 7 per cent per annum on the preferred stock.

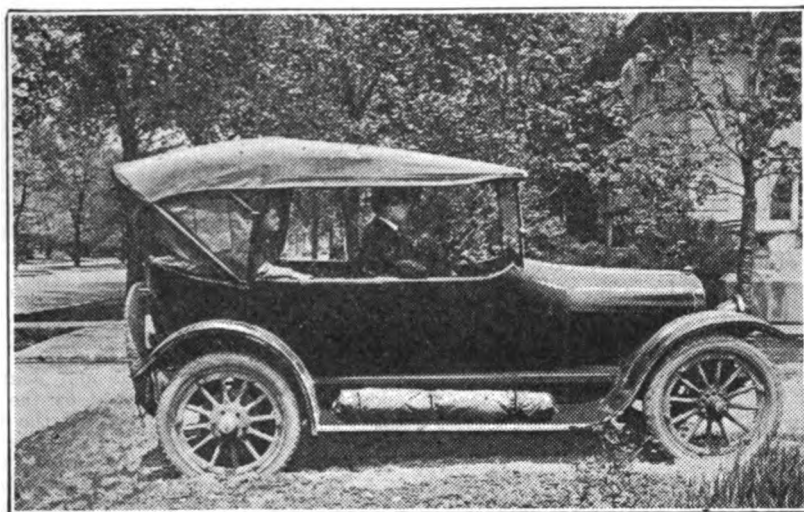
The Rosenberg Hardware Company, Lexington, Nebraska, is having a building erected at Grant and Smith streets, Lexington.

L. E. Moore, Bartley, Nebraska, has sold his hardware store to Ray Brothers.

Hartzell Brothers, Greybull, Nebraska, have opened a new hardware store.

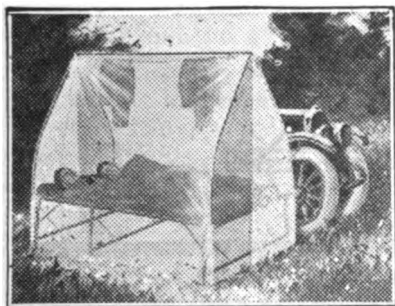
The TENT-O-BED

TRADE MARK



Cut No. 1—Showing Tent-O-Bed Rolled Up in Dust and Water Proof Wrapper.
On Running Board.

The Tent-O-Bed is a tent and a bed complete in itself, for automobile tourists, campers, or for any purpose where it is necessary or desirable to sleep out of doors. No stakes, ropes, or poles are required; positively mosquito and insect proof; absolutely water and mildew proof.



Tent-O-Bed.
Showing general construction.

Can be erected in five minutes anywhere and needs no other support. Folds up so compactly that two may easily be placed on the running-board of any automobile; is conveniently carried in a canoe. It is self-contained in every particular and as comfortable as any bed made.

Special tension regulating device takes up any stretch of material in the bed caused from use and absolutely prevents occupants from rolling together.

Send for catalogue and full particulars.

The Tritch Hardware Co.

Distributors for Rocky Mountain District

Denver, Colorado

SALES ARE AWAITING YOU

The Common Sense Mfg. Co., whose product Com-Sen-Co., the "Common Sense Way" of restoring the original luster to the automobile in which it came from the factory, are having wonderful success with this product.

It is a luster restorer, guaranteed exactly as represented, or money is refunded to the consumer.

Hundreds of repeat orders are being received from dealers and jobbers, who report constantly increasing sales.

One strong feature of this product, it contains no oil, no grease, no wax, no acid.

Its sales are extended to Australia, New Zealand and France.

Every jobber and dealer who has stocked it, reports that every automobile owner, who has used it is a consistent and steady booster.

The Common Sense Mfg. Co. will be glad to give any further information to our readers upon request, and full information can be obtained from addressing the Common Sense Mfg. Co., San Francisco, Cal., or 1220 Boatmen's Bank Bldg., St. Louis, Mo.

BEST EVER.

I gladly respond to your subscription invoice, and enclose my check for three years. The "Hardware World" is the best ever.
Texas. W. T. ADCOCK.



The above shows the new counter display rack the Joseph Dixon Crucible Company is sending out to dealers to help them sell more Dixon's Graphite Automobile Lubricants.

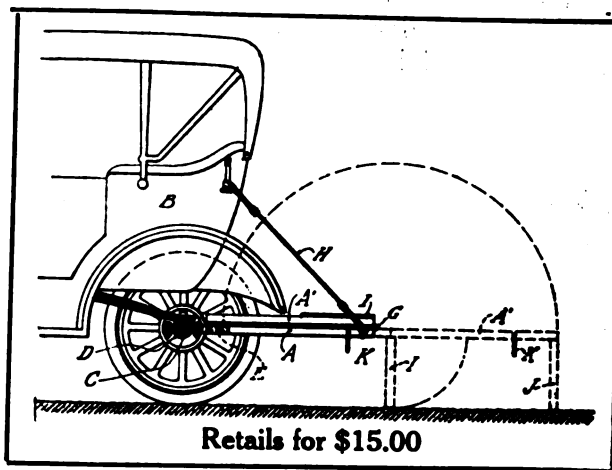
The rack is of metal and enameled in red and black. On the back, for use by the dealer's salesman, is a chart showing the uses of the various lubricants. On the front are spaces for displaying booklets and glass jars containing samples of the lubricants.

Dealers interested in obtaining one of these racks should write to the Joseph Dixon Crucible Co., Jersey City, N. J., Dept. H.

E. A. Zahn, Verdigre, Nebraska, has purchased the F. C. Maly hardware store.

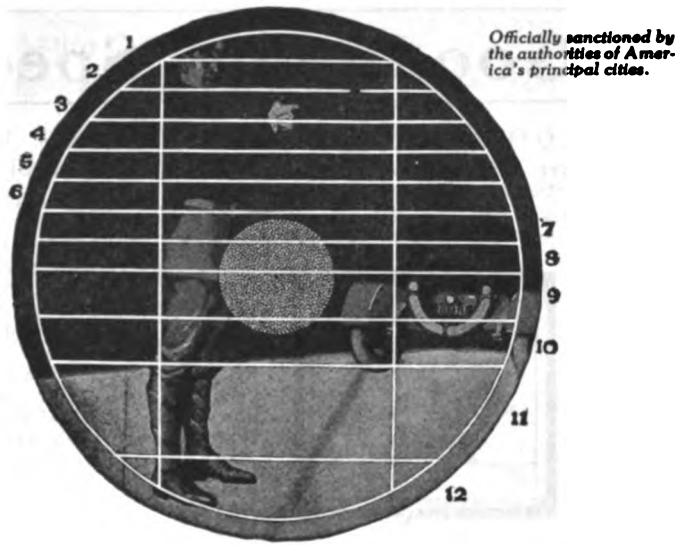
Just What You Need on Your Own Car

What you can Sell to every other car owner. Easily attached to any auto. Bed furnished complete for any make. Plenty of space to carry bedding and other necessities when folded for traveling.



The "Dream" folding Auto Bed provides the same comforts as your own home. Every autoist wants one. Secure the agency. For full particulars, address

ROBT. A. BRUCE, 312 W. Walnut St., Santa Ana, Cal.



Courtesy Commends It The Law Commands It

The Biggest Lens Seller of the Season

The requisite of courtesy—the demand of the law—both find highest recognition in the New Osgood Lens, the lens that keeps its flood of light below waist-height and shows the way for a full third-mile ahead by converting “sky” rays into road rays.

Result—fully 74 per cent more light on the road as compared with light from a plain lens—910 per cent greater road light as compared with a ground lens—**direct** light instead of diffused light—and, no glare!

This new efficiency is attested to by the Armour Institute of Technology, Massachusetts Institute of Technology and the American Automobile Association. Write for this interesting test data.

Sectional view of the New Osgood Lens, showing the smooth outer surface and the 12 inner prisms that operate as one.

Every demand of every headlight ordinance is completely anticipated and fully met in the New Osgood Lens, the invention of James R. Cravath, one of America's foremost authorities on illumination.

Courtesy commends it—the law commands it—safety demands it. Can you afford to be without this new efficiency when it all comes to you at an ordinary lens price?

Dealers: Write for attractive sales proposition on this big seller.

OSGOOD LENS & SUPPLY COMPANY

2007 Michigan Avenue Dept. 4210 Chicago, Ill.



New Goods and Specialties

MORE RUSSWIN CO-OPERATION.

There is no manufacturer who supplies dealers greater co-operation in advertising and in a personal way than Russell & Erwin Mfg. Co.

We are illustrating herewith four slides, which they



will be glad to furnish to any dealer interested, for advertising in moving picture theaters. These slides are furnished filled in with the name and address in the space allotted for same.

The slides are 3 1/4 x 4 inches, are very attractive, being hand colored in six colors.

Dealers can order these slides through the jobbers



who are handling Russwin hardware, or by addressing the factory at New Britain, Conn., or any of their branches in New York, Chicago or San Francisco.

For the convenience of their trade on the Pacific Coast their San Francisco office, at 833 Market St., will give prompt attention and see that these slides are furnished immediately to the western trade.

THE NEW LINCOLN LINE OF INCUBATORS

The Queen Incubator Co., Lincoln, Neb., is putting out this season a new line of machines, called the Lincoln, which are made to retail at a considerably lower price than the well-known high-grade Queens.

Naturally, the Lincoln is not as good a machine as the Queen, but it is built of redwood and has the same accurate regulator that is used on the Queen, which has always been famous for its perfect automatic regulation.

The Lincoln Incubator is intended to assist retailers to meet the competition of the low-priced mail order machines, and in quality it is far superior to the ordinary mail-order machine sold at the same scale of prices.

Complete information regarding the Lincoln machines, which are made in four sizes, as well as regarding the Queen line, can be secured from the Queen Incubator Co., 1085 N. 14th St., Lincoln, Neb.

Sanford Shearer hardware stock was sold to Leo McDermott of Zeoring, Iowa.

Braff Brothers, Hill City, Minn., have sold their hardware store to W. W. Day, Sr.

THE SEASON'S FIRST REFRIGERATOR CATALOGUE.



The Maine Manufacturing Company, makers of the famous "White Mountain" refrigerator, are first in the field with catalogue for season 1918. They are to be congratulated in producing at such an early date the most beautiful and expensive catalogue in their career. It is our judgment the most artistic and the most complete refrigerator catalogue ever issued. It abounds in rich halftone plates, profusely illustrating their immense business to best advantage.

Their "White Mountain" line is divided into four sections, viz: "White Mountain Grand," "Stone White," "White Mountain Hardwood" and "White Mountain Pine," and offers to the trade the most complete and the most extensive line in America. Over 200 different styles, sizes and patterns, and is sure to please the most exacting purchaser.

Their various grades of "White Mountain" present provision chamber of solid, quarried stone, plain metal or metal in their special "Pure Baked White" finish—all guaranteed absolutely sanitary and unsurpassed in scientific, economical and convenient refrigeration. Cases of selected material, in beautiful and graceful rounding corners, as they alone can produce, with solid bronze trimmings, in the polished surface of heavy nickel-plate.

Scientific refrigeration derived by means of the Duplex system of cold, dry circulation, the "Maine" Complex Ice Grate, waste pipe with automatic trap and lift-out basket or flues on each side of ice chamber. Absolute insulation by means of charcoal sheathing and deep dead-air spaces.

They have the largest refrigerator factory in the world and are sole manufacturers of the famous "Stone White" refrigerator, a refrigerator with provision chamber walls and doors lined with solid, indestructible stone from their own quarry, subjected to a process which produces a beautiful snow-white surface, which will not chip, crack or peel. Acknowledged by the scientific world as the greatest cold-retaining, heat-repelling refrigerator lining known, and is cleanable as a china teacup; its lustre will not dim.

It would be greatly to your benefit to write immediately for this new 1918 catalogue which explains in detail all about this splendid line of goods. It also describes new and interesting features, as well as new styles and patterns.

INCANDESCENT LAMPS A PROFITABLE LINE



Western Agencies Co., 285 Minna Street, San Francisco, Cal., Pacific Coast distributors for the U. S. Incandescent Lamp Co. of St. Louis, Mo., announce they have a large assortment of lamps of every description and for every purpose. Their line includes Standard House Lighting Lamps, both Tungsten and Nitrogen, Automobile and Flashlight Lamps. Quick deliveries can be made. They will be glad to give further information to any of our readers upon request.

Wraith & Scorsur have recently engaged in business at Orange Cove, Fresno County, Cal., and will handle a full line of hardware and implements.

BOOMER CANONS

This heading sounds a little warlike we will admit, but dealers who are selling Boomer Cannon stoves are "waking up" the people of their community.

Boomer Cannon merchants are live wires in every respect, and they get the stove trade in their community.

The Hess Snyder Co., who are the manufacturers at Mossillon, Ohio, state that their prices will surprise dealers and suggest that they write them.

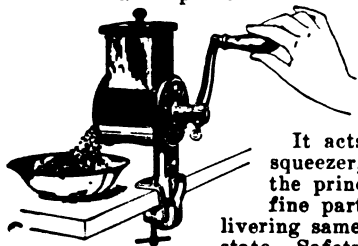
The Boomer Cannon is known as one of the strongest and most durable cannon stoves made, and is constructed so that a sheet iron drum may be attached and thus increase the heating capacity.

They are made in six sizes and weights.

Full information may be had by addressing the manufacturer.

CLIMAX FOOD GRATER

The Schlichter Manufacturing Co., Hamilton, Ohio, especially wish merchants not to compare the Climax Grater with ordinary food choppers or crushers, as it is not a choper or crusher in any sense. It is a



a food grater, and the work done by this machine, they claim, to be far superior to that done by any chopper.

It acts unlike a chopper or squeezer, which operates on the principle of tearing away fine particles of food and delivering same in a loose and flaky state. Safety and economy are the

principle merits of this grater, and its neat and durable construction make it a desirable and useful addition to every home, hotel and restaurant.

This Grater is easily taken apart, easily washed and re-assembled. It appeals especially to the housewife in enabling her to save stale bread, crackers, etc., and grate it into meal. It is useful for grating potatoes, cocoanut, pineapple, horseradish, chocolate, cheese, fruit and vegetables.

The size of the hopper is about three inches square, the cylinder is $3\frac{1}{4}$ inches in diameter and $3\frac{3}{4}$ inches long; the weight is three pounds.

The Schlichter Manufacturing Company will be glad to give full information to any of our readers upon request.

P. M. Engelhart, Webster, South Dakota, has sold his hardware store to S. J. Davidson.

Ben Knock, Jr., has purchased the H. I. Svenstrup hardware and implement stock at Davis, South Dakota.

Herr & Miller, Wishek, North Dakota, have sold the Wishek Hardware Company's stock to F. Preszler and A. F. Hoff.

Julius Fauchald, Minot, North Dakota, will build a hardware store.

An addition is being built to the hardware store of Vallancey Brothers at Mandan, North Dakota.

H. Shippy has purchased the Charles B. Fuller hardware store at Owanka, South Dakota.

William G. Smith, Allone, South Dakota, has sold his hardware business to H. M. Thompson.

The Spur Hardware Company, Spur, Texas, has increased its capital from \$10,000 to \$20,000.

A. J. Bensmiller, Fremont, Iowa, has purchased the Givin hardware and implement stock.

LADD MIXER CHURN



The experience of a number of merchants who have been selling Ladd Mixer Churns, which is a churn that is really three articles, consisting of a steel kitchen beater, a general mixer and a churn, has been that there is nothing that appeals so strongly to the women folk of the household than this Mixer Churn.

This Mixer Churn is displacing single beaters, and is an article that appeals instantly to everyone having use for either a mixer or a churn, and is one that retail merchants can play up very strongly in attracting the attention of the women folks. The United Royalties Corporation, or their distributors, will be glad to give full information to any of our readers upon request.

LEXINGTON ALL-CAST WARM-AIR FURNACE

Culter & Proctor Stove Co., Peoria, Ill., one of the oldest manufacturers of stoves in the United States, are anxious that every merchant should have full information with reference to their all cast warm air furnace.

They don't make extravagant claims for it, but prefer that the merchants and customers should be agreeably surprised, as they are sure to be.

The Lexington All Cast Warm Air Furnace will please everyone, and they will be glad to send descriptive catalogs and full information to any of our readers upon request.

As they say, Lexington dealers are enthusiastic, Lexington users are boosters.

STOVE REPAIR'S HEADQUARTERS.

Early to mention stove repairs? Not much. In just a few weeks everyone will be wanting parts for crippled stoves, all at one time. Why not try stirring 'em up and getting some of this repair work before the season is here?

New stoves are high. Some people will repair the old one where ordinarily they would buy a new one. If you are not trying to get repair orders, you overlook some real money. You should average at least 50 per cent on them. If you have stoves to repair, it's time to get them in shape, to be ready for the early buyers.

Kansas City is the place to send your repair orders, and the Hoover Stove Repair Co. the one to send to. If they can't fill your order complete, they always try getting shortage to fill every item possible. This makes good service and that's what you want. What they want, is a share of your orders. Send for their order book, catalog of repair supplies and "break-off" castings, or both!

Remember "Hoover—Kansas City" when you need repairs.

WHY NOT?

A small store displayed a placard above some corsets which carried this quaint announcement:

"Our Corsets are Warranted to Fit the Waist and Bust."

LOST WITHOUT "HARDWARE WORLD."

Enclosed find remittance covering three years subscription to the "Hardware World." I would feel lost without your publication every month. I find the last issue, as well as everyone, interesting to the limit. Yours sincerely,

WALTER MEESE.

L. S. STARRETT COMPANY USES BIG DISPLAY.

The most wonderful electric display in the world flashed its message for the first time on the evening of June 28. It tells the story of quality merchandise manufactured by leading concerns throughout the country.

This attention compelling display has been erected opposite Times Square, New York. It dominates this famous thoroughfare through which over 700,000 people pass daily. The structure completely covers the roof of the Hermitage Hotel, facing Times Square at the intersection of Broadway, Seventh Avenue and Forty-second Street.

This display is one of the latest activities of the Rice Leaders of the World Association. When the electric switches are thrown in, it is illuminated by thousands of colored lamps making a most fascinating and beautiful illuminated picture of the Association Emblem, which features in striking symbols the business integrity of the Association Members.

The names of the members appear in illuminated electric letters with their individual announcements and messages. Among them the name of L. S. Starrett Company is prominent. These messages are read night after night by the residents of New York City and by the millions of people who visit the Metropolis every year.

This display in addition to the continuous advertising which the L. S. Starrett Company is running in trade journals will be sure to keep Starrett tools before the public eye.

It is well known that the Rice Leaders of the World Association is composed of representative manufacturers who have reached success through strict adherence to the basic principles of good business, which are honor, quality, strength and service. The purpose of the Association is to stimulate a widespread appreciation of what these sound business principles signify to the buying and consuming public.

IVORY WHITE CAGES.

A new idea in bird cages has sprung up. There has been an ever-increasing demand for something unique—for a new departure in design and finish.

While most of the old-style conventional designs are there to stay, still a striking novelty will arrest the attention of a shopper and make its own individual winning appeal on the strength of its very audacity, thus originating a purchase where the conventional cage would have failed to arouse a compelling interest. After all, why should a cage not be subject to the same law as any other novel merchandise?

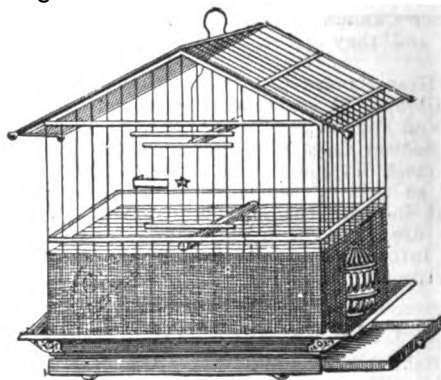
The cages shown in this article are all finished in ivory white enamel, three coats baked on at a very high temperature, rendering the enamel as hard and durable as china; therefore it the bird peck it off.

Cage No. 2203-D, 10½x7½ inches, with arched top, has a seed guard and zinc drawer blue enameled inside.

No. 2184-M, 11x8 inches, has a peaked roof with tube binding, seed guard and elaborate moulding bottom with zinc drawer, blue enameled inside.

Both of these cages are delicately trimmed with fine gold striping.

The No. 2220, 14 inches diameter, was introduced a year ago with eminent success and is now also



offered with the Seed Guard, as shown. This cage also has Ivory White wires with the trimming and base-pan in imitation mahogany. The base is furthermore decorated with quaint Chinese designs.

All cages come complete with Feed cups, Perches, Knobs and Swings.



The manufacturers, O. Lindemann & Co., 35-37 Wooster St., New York, also offer a selection of Cage Stands in Ivory White to match with the above cages. See their January 1917 catalogue.

PIONEER PAPER CO. PUTS OUT NEW \$2 A ROLL ROOFING.

Realizing the value of having a standard price—the same in every locality—so that the dealer can feel assured that he won't be undersold and the customer need not shop around because all dealers maintain the same schedule—the Pioneer Paper Co. announce the marketing of their Pioneer Leader Roofing.

This roofing will be of the same high quality that has won so much favor for this concern and every roll will be guaranteed.

The company announces that the standard selling price will be \$2 a roll everywhere, and all dealers must maintain that price.

William Henry, sales manager of the company, states that in his opinion this product offers an exceptional opportunity for every dealer handling it to get the biggest share of the roofing business in his locality as it is the biggest value he has ever seen offered, yet affords the dealer a fair margin of profit. The Pioneer Paper Co. is one of California's oldest and largest concerns, having been established in 1888 and its manufacturing plant covering nine acres of ground.

Dealers are invited to write for quotations.



IMPROVED CHEST HANDLES.



No. 1213

Here is a wrought steel chest handle for which you should have a profitable demand. It is strongly made with a large, comfortable handle, which enables the user to take a good grip, without cramping the hand. When handling such articles as heavy tool chests this feature is particularly appreciated.

This handle is made in 2½, 3¼, 4 and 5-inch sizes, and is furnished in the following finishes: Japanned, Light Bronze, Antique Copper, Nickel and Stanley Sherardized.

Packed in cartons, with screws.

Manufactured and sold by The Stanley Works, New Britain, Conn.

A REAL SPORTSMAN'S CALENDAR.

To the average sportsman, the year begins in September. Then, Nature starts to paint the forest leaves a brighter tint, the nuts are nipped with the first frost, the Autumn haze clothes the hills, and—the game season opens.

A sportsman whose heart responds to the September call of the hunt suggested to the Remington UMC people that a calendar for the tribe of Nimrod should be issued with this month of charm leading all the rest. So the Remington calendar comes to us this year bearing leaves for all the months from September, 1917, to December, 1918, inclusive.

In another respect this calendar is a precedent breaker. The full color sketch which adorns it is in Lynn Bogue Hunt's best style—in fact, good judges say that Mr. Hunt never did a better thing. Have you had a covey of quail whirr-r-r up right under your feet? If you have had this experience, you will get a much better view of the birds and in just as true color when you see this splendid calendar. Should you be looking forward to coming upon your first quail, Mr. Hunt here saves you the trouble of going to the fields. Just below the sketch is another new note—an extremely artistic view of the mammoth Remington UMC factories. Sportsmen the world over will treasure this calendar—those who are fortunate enough to get one—and when its sixteen leaves have gone, will frame it "for keeps."

APPLIES WHAT HE READS

I have read the "Hardware World" for a good many years and like it very much. In fact, I am just renewing my subscription.

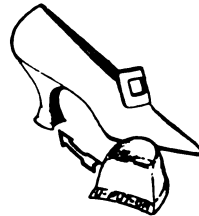
I attribute what little success I have to the fact that I have been a great reader of such trade journals. M. A. SKEES.

New Mexico.

"U-PUT-ON" RUBBER HEELS.

Robert E. Miller, Inc., 11 Broadway, New York, has placed on the market the "U-Put-On" Rubber Heels, which, as illustrated herewith, are such that anyone can put them on or off as they desire.

The vacuum cups prevent slipping, and among the merits claimed for them are the following:



- They cannot slip.
- On or off when you desire.
- Can change heels to wear even.
- Can be used on different heels.
- Beautify your heels.
- Fit like a glove.
- Last longer, cost less.

It is a necessity for real comfort.

It may save a sprained ankle.

Eliminates shabby, run-down heels.

They retail for 50c per pair, and can be furnished in black, gray, tan and white.

They come packed one pair in a box and 144 pair in a carton.

They will be glad to give information to any of our readers upon request.

STANDARD STAMPING COMPANY'S
REMOVAL

The Standard Stamping Company, formerly of Marysville, Ohio, is sending out notices of removal to a new location in Huntington, W. Va.

The new plant is a thoroughly modern brick and steel building, 110 by 200 feet, two stories high, a "daylight" plant equipped with every convenience for manufacturing. The location is three acres in extent, situated on the main line of the C. & O. railway in the heart of the city of Huntington. Huntington is situated on the banks of the Ohio river about midway between Pittsburgh and Cincinnati at the very base of supplies for coal, natural gas and iron.

The Standard Stamping Company has attained some prominence as manufacturers of Hardware and Electrical specialties, among which are "Fountain" Lawn Sprinklers, "Standard" Spray Pumps, "Standard" (Electric) Table Stoves, a splendid line of Gas Burners, Bond, Cash, Mail and Fishing Tackle Boxes.

Because of the better facilities of every kind afforded by the advantages of the new equipment and location, the company expects to greatly better its service to a large clientele in every part of the United States and Canada.

The hardware business of Sterns & Son has been bought by C. W. Peterson at Iowa Falls, Iowa.

CAN'T BREAK THE HABIT.

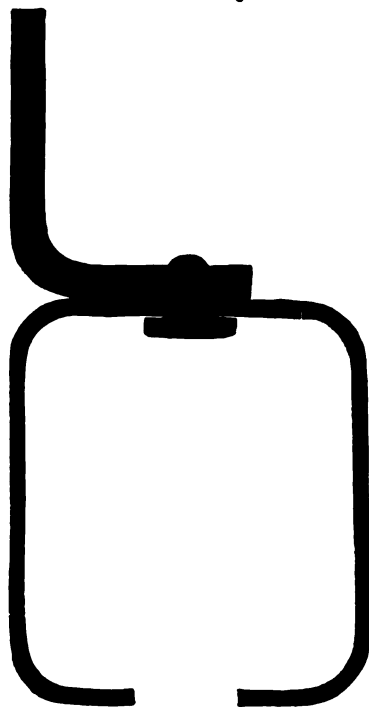
Enclosed find remittance covering three years subscription to the "Hardware World."

Although I am not now in the hardware business, I simply take the "Hardware World" for the many good things I find in it, and to keep posted on anything new in the line of hardware.

I want to thank you for the good things you are publishing, and you have my sincere wishes for your success. WILLIAM PAINTER.

Nevada.

THE WAGNER LINE OF GARAGE DOOR EQUIPMENT.



The Wagner Manufacturing Company, Cedar Falls, Iowa, have recently brought out one of the most complete lines of Garage Door Equipment in the country. They make several tracks of different weights but their Ezy-Fit Track No. 50 shown in the accompanying illustration is said to be the most suitable for the general run of garage work. It is made of 15-gauge tough carbon steel, formed into shape by a powerful 33-ton press, and is self-cleaning. A special advantage claimed for this track is that it is exceptionally easy to put up as it is shipped with brackets already

riveted on. The hangers are entirely enclosed and protected and it is impossible for the doors to jump the track or for the bearings to become rusty or clogged with dirt.

Several styles of hangers may be used with the WAGNER Ezy-Fit Track and they can be adapted to right angle doors, doors sliding around the corner and for folding or accordian doors. The hangers have wide-tread tandem roller bearing wheels and ball bearing swivels and it is claimed that doors hung on this equipment will operate smoothly and silently.

The Wagner Manufacturing Company have always distributed their products through the retail hardware trade. They have issued a special book of Garage Door plans, showing how their equipment may be adapted to various conditions. Copy of this catalog, with net prices, will be mailed to any dealer upon application to the manufacturers at Cedar Falls, Iowa.

AVIATION MEN FROM MISSOURI

Those aeroplane engine men, who needed further proof that spark plugs can be manufactured commercially that will withstand the terrific and continuous strain put upon them by the higher compression and intense cylinder temperatures of the present day aviation motor, got what they wanted in the Labor Day Chicago victories of Ralph De Palma's Twin Six Aviation Motored Packard.

This is the second clean-up of this aviation motor within a month, the first being the three straight wins at Sheepshead Bay on August 18th.

At the finish in both Sheepshead Bay and Chicago De Palma's Bethlehem Plugs were found, upon examination, to be as perfect as when first put into his motor.

A fool can say more in a minute than a wise lawyer can unsay for him in a month.

Good qualities are jewels that only good breeding can set off to advantage.

NEW METAL WARE MANUFACTURERS

McLaughlin Company, Inc., Brookport, N. Y., of which J. R. McLaughlin is president, J. Foster Warner, vice president, and E. L. Matthews, secretary and treasurer, have issued their catalog No. 1.

Mr. McLaughlin, the president, has spent 30 years in the manufacture and sale of metal ware, and while their company is new, having been organized last year and commenced operations July 5th, their catalog shows they are making a full line of medium, heavy and light galvanized iron buckets, also a full line of light, medium and heavy tin pails, such as are used for water and dairy purposes.

They make a full line of galvanized wash tubs in heavy and medium weights and a full line of one and five-gallon oil cans, heavy and medium weight.

Their factory and plant is modern in every respect, equipped with all the latest machinery.

They have been busy on a number of large orders for the war department, and are in a position now to receive inquiries from the trade.

They will be glad to give full information and promise most excellent service.

I have just received your subscription invoice, and I am glad to renew my subscription, for of all the magazines that I get, the "Hardware World" is the best. Enclosed find my subscription for three years. JAMES O. HYSER.
Youngstown, Ohio.

The Davis Slate & Mfg. Co., 610 East 40th street, Chicago, Ill., announce that Theo. Thygeron, for twenty-eight years in charge of the slate department of the L. Wolff Mfg. Co., Chicago, has become associated with them. Their engagement of Mr. Thygeron's services is in line with their policy to provide the best possible service for their customers. They will be glad to give full information to any of our readers upon request.



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T. M. SHEARMAN :: :: :: Editor and Manager
R. L. SHEARMAN :: :: :: Associate Editor

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OFFICES		
Boatmen's Bank Bldg. St. Louis.	Ellsworth Bldg. Chicago.	70 Fifth Ave. New York.
Phelan Bldg. San Francisco.	388 Taylor St Corner 10th Portland, Ore.	415 Exchange Bldg. Los Angeles.
507 Pioneer Bldg. Seattle.		204 Scott Bldg. Salt Lake.
220 Pacific Bldg. Vancouver, B. C., Canada.		

Business Opportunities

WANTED.

Tinner and Plumber at once. Steady work. Address A. E. Browder, Albion, Nebraska.

TRAVELING HARDWARE SALESMAN WANTED.

We want a first-class traveling hardware salesman in all that name implies, territory the Pacific Northwest. Give full information. Such information as you would want were the position reversed. Address W. F. J., care "Hardware World."

FOR SALE.

On account of sickness, a well established general hardware business, including shelf hardware, tin, agate, glass, crockery ware, stoves, paints, oils. Stock and fixtures invoice about \$8,000.00. Terms considered. Call or address George Imhoff, Folsom, Sacramento County, Calif.

HARDWARE LOCATION WANTED IN THE PACIFIC NORTHWEST.

I am contemplating a change, and am looking for a hardware location somewhere in the Pacific Northwest. I would like information as to a business or the possibility of a location in Oregon or Washington. Give full information. Address A. Otto, care "Hardware World."

I WANT TO GET BACK IN HARDWARE BUSINESS

in which I have had 20 years' experience. Advise me how much stock, how long the business has been established, amount of fixtures, what kind of delivery. How many clerks. Cash sales and Credit sales in 1916 or your credit customers of 30 days or longer. Size of town. How many other hardware stores. How many other stores carry hardware, or granite ware or house furnishings. Address "B. C. J.," care "Hardware World."

DO YOU KNOW THEM?

The Kennewick Hardware Company are desirous of locating the following parties:

S. B. Robberson, Farmer, formerly Richland, Wash., removed to Nez Perces, Idaho, from there to some place in the Palouse country.

A. A. Haskell, formerly Kennewick, Wash., (painter) removed to Vancouver, Wash., then to some place in the Willamette Valley, Oregon.

Any of our subscribers in the Palouse country or the Willamette Valley having knowledge of these parties, will please communicate with the Hardware World.

FOR SALE—Hardware stock, clean and well assorted, located in live, up-to-date Southern California city. Finest climate and water in the state. Will invoice about \$25,000. Best reasons for selling, full particulars on request. This is a splendid opportunity for some one wishing to live and do business in the garden spot of the U. S. Address Box A, care Hardware World.

CAN'T BE BEAT.

We wish to "fess up" the "Hardware World" as a trade journal is one that can't be beat, and the three of us can't get along without it. It is spicily, to the point, and very helpful to every hardware merchant and salesman.

We remain a staunch friend of your journal.

PIT RIVER HARDWARE CO.

WANTED.

Hardware Specialty lines wanted on commission basis by jobbing and commission firm located at Winnipeg, covering provinces of Manitoba, Saskatchewan, Alberta and British Columbia. Address Bouey Bros. Co., Ltd., Winnipeg, Canada.

WANTED.

Energetic, Experienced hardware salesman of modern established retail store in Southern California. One with expert knowledge in publicity, window trimming and selling. Chance to invest if you can deliver the goods. Money not needed, investment offered only as an inducement to get a capable man. Address "H. W.," 1093 Pine Street, Riverside, California.

HIGH GRADE TRAVELER WANTED.

We want a high grade traveler in all those words imply for Colorado territory. A clean cut man of good character and habits. A salesman in the best sense may learn something to his advantage by giving full particulars and addressing Colorado, care "Hardware World."

YOUNG LADY BOOKKEEPER AND STENOGRAPHER WANTED.

We desire an experienced lady bookkeeper and stenographer. Permanent position and right salary to one who can fill the position. Our line is hardware and furniture, and this is a splendid opportunity for an ambitious, capable woman. Address L. G. SHANKLIN, Gallup, New Mexico.

I WANT A POSITION

I want a position where ability counts, where there is opportunity to go ahead, and prove my worth. I am 40 years old, married, have no bad habits, do not drink or use tobacco. I have had a general hardware and implement experience; have sold gas engines and implements for a number of years. I can give good references and bonds. Address F. M. A., care "Hardware World."

GOOD OPPORTUNITY IN NEVADA

Since I haven't had time to give my personal attention to my business, I will sell the stock of goods and the business, or I will sell the stock of goods and rent the building for \$75.00 per month. It will require an investment of about \$17,500.00 to purchase the real estate, building and merchandise. Sales run from \$30,000 to \$35,000 per annum. Address B. M. Co., care Hardware World.

FOR SALE

Chas. H. Kewell Co., Inc., established 15 years, wish to sell their retail sporting goods business and confine their energies to manufacture fishing tackle specialties. Stock inventoried January 1, 1917, about \$4000; can not be replaced at this figure today. Will sell on terms to suit purchaser. A good going business; could be incorporated with hardware store as sporting goods branch. An excellent opportunity for sporting goods salesman to get into business.

We Manufacture for the Trade Flies, Spinners, Spoons, Leaders, etc.

Write for 1917 Angler Specialties Catalogue.

CHAS. H. KEWELL CO. Inc.

436 Market Street - - - San Francisco, Cal.

The St. Paul Mercantile Company, St. Paul, Nebr., has opened a hardware department.

Plumbing and Heating

A, E, I, O AND U
By Harry Gale Nye.



There is hardly a word in the English language that can be spelled with any great success without the use of one of the five letters hung above. There are some Russian ones that can, for a Russian would give up all the vowels there are rather than part company with a solitary z. But when it is ordinary

language we are dealing in, a, e, i, o and u are the old standbys, and sometimes y.

A, e, i, o and u will spell pretty nearly anything, but the thing we want to call attention to now is the fact that they spell success. They are the five letters that are needed worst in any business, for they are the five letters that not only spell success, but also profits and fame and everything the young man in business desires, whether he runs a plumbing shop or a factory, a store or hotel, a lunch wagon, or a bowling alley. No matter whether you sell valves or velvets, tools or truffles, sinks or sardines, you have to have old a, e, i, o and u working around the place or success will never light there any more than a humming bird.

For A means Ambition, and Ambition means much. The man who is satisfied if his shop just pays him a living will find that it does. Some folks try to make it appear that discontent is a sin. Well, discontent that isn't hooked up with Ambition is. But discontent that wants to do bigger and better things, and won't be happy till it does, is a pretty good kind of a sin to have around. If Ambition is a sin, there are a lot of saints in the plumbing business. Ambition is the fellow who pulls you out of bed in the morning and makes you hustle and catch the seven o'clock car. Ambition is the chap who stands at your elbow all day and helps you study out this and figure out that, and sends you home to the wife and kids at night tired, but happy.

A is the first letter in the alphabet, and Ambition is the first requisite in business.

Then comes E—and E means Energy. To be ambitious may be only to dream but to be energetic is to do. Ambition sets the mark, but Energy pulls the trigger. Having ambition and given energy, one can accomplish great things. Ambition is the lead horse, that shows the way, but old Energy comes along with the load. Energy keeps you driving away all day with the bone labor that is dull but necessary. Energy is a drudge but does not complain. Energy does old things over and over long after ambition has wearied of them and gone to hunting for something else. Ambition sometimes worries, but Energy works. Energy is the thing that makes a steam engine, or a dynamo, or a man.

But one must have more than ambition and energy, he must have Independence. He must be willing to get off the path once in a while and make a path of his own. Independence was good enough for a lot of people to die for, and it ought to be good enough to use in a man's business. Independence experiments with new ideas, new materials, new methods. Independence holds up a man's head like a check-rein on a horse—and the man generally needs it more than the horse. Independence makes you willing to lose money rather than lose an ideal, to sacrifice profit to quality, returns to reputation. Independence gives you the right to have ambition and to use energy. Independence helps a man win independence.

But even with ambition and energy and independence there come days of discouragement; then it is that you need Optimism. The Gloomy Gus hurts his own business and the business of everybody else. He sees the sun go down at night and swears it will never come up again. The Optimist points to the moon and swears that that is the sun. Optimism makes friends, and friends make business. Optimism is the boy who will get you across when ambition lags and even energy drags its feet and independence is beginning to doubt.

A for Ambition, E for Energy, I for Independence, and O for Optimism. But you say, there is U. What about U?

Why, brother, U is you!

THE ORIGINAL
**"WESTCOTT" ADJUSTABLE
 S WRENCHES**

Handle Best Malleable Iron; Jaw, Steel, Hardened



FOR NUTS



FOR PIPES

Sizes, Each Style, 4-in., 6-in., 10-in., 12-in., 14-in.

SUPERIOR QUALITY AND CHEAP

We are the only makers of the "WESTCOTT" (Name on Handle), which has stood the test of years and is now more popular than ever.

ASK YOUR JOBBER

THE KEYSTONE MFG. COMPANY
 BUFFALO, NEW YORK

Mr. Dealer:

Our "Faultless" Fixtures

Are the products of leading manufacturers in their respective lines.

They are carefully selected and closely inspected, so in purchasing material bearing the "FAULTLESS" Label, you are assured of receiving perfect and **DEPENDABLE WEAR.**

The sale of High Grade "Guaranteed" Fixtures allows you the legitimate profit to which you are entitled, by eliminating unnecessary and expensive return calls to make repairs caused by the installation of inferior material.

Absolutely Guaranteed

Sanitary--Durable--Ornamental

M. L. KLINE

Wholesale "Faultless" Plumbing and Heating Supplies
 84-86-87-89 Front Street, **PORTLAND, ORE.**



Favorite Oval Mirror



Cork Top Stool



Climax Medicine Cabinet

SNOW-WHITE WHITE-PYRALIN BATHROOM SUPPLIES

Only Absolutely Sanitary Line Made

The LINE that APPEALS at ONCE to YOUR TRADE, THAT MAKES CUSTOMERS FOR YOU AND BRINGS THEM BACK AGAIN. DISPLAY THESE GOODS AND SALES WILL FOLLOW. Each article covered with a preparation of celluloid called PYRALIN, put on in sheet form by our patent process.

NON-POROUS, GUARANTEED NOT TO CHIP, CRACK OR FLAKE. NOT AFFECTED BY HEAT OR COLD. Only SOAP and WATER NEEDED TO CLEAN IT. A necessity in all high-grade bath rooms, hospitals, hotels, public buildings, etc.

BEWARE OF WORTHLESS IMITATIONS.

C. F. CHURCH MFG. CO.

HOLYOKE, MASS.

These goods can be obtained from the LEADING JOBBING HOUSES IN THE WEST. INSIST ON THEM. If you cannot get them address for information, W. E. Gluchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by Holbrook, Merrill & Stetson, Crane Co., A. H. Busch Co., and all the leading jobbing supply houses.



Closest Seat

KEEP UP YOUR STOCK

My suggestion to the retail merchant for purchases for Fall and Spring, the way the outlook is at present, would be:

"Keep up your stock, ordering well ahead to avoid delays, but do not stock up."

M. L. KLINE.

ADVISE A CONSERVATIVE POLICY

We believe that basic materials have reached their apex in prices, that the speculative features have long passed. We can only advise a conservative policy in buying.

In regards to manufactured goods, in certain lines further advance in prices are to be expected owing to the fact that manufacturers have now to figure on the increased cost of material, owing to old contracts having expired, continued increased wages, lack of labor to operate plants to maximum capacity, and the prevalent industrial strikes that curtail factory outputs.

The distant future, however, is not so clear as to advise buying for any great length of time. Yours truly,

HOLBROOK, MERRILL & STETSON,
H. Morris, Assistant to the President.

TIPS TO A SALESMAN

By Harold R. Burleigh.

"Salesmanship," says Hugh Chalmers, "is simply making the other man see a thing as you see it."

To sell a man you must change his mental attitude and make it accord with yours. But, first of all, your own mental attitude must be right.

You cannot repeatedly convince others of what you do not believe yourself. You may do it occasionally; but you cannot day after day successfully persuade others they ought to buy what you do not honestly believe is a good thing.

If there is in this organization a man who does not unreservedly believe in our business and our policy, I say to him: "You are a stumbling block in the way of your own success. You are working under a tremendous handicap—at a mere fraction of your best efficiency—because the power of enthusiastic faith is not behind your efforts."

Get outside yourself. Ask yourself what you doubt and why you doubt and then honestly and fairly satisfy yourself upon every point, just as you would expect to satisfy the most conservative and conscientious buyer.

Knowledge is confidence. First, find out. Sell yourself. Get your own mental attitude right—and no obstacle will stand before the overpowering force of your enthusiasm.

W. H. Beasley of San Francisco has opened a plumbing shop at Antioch, Cal.

HOW THOMAS EDISON GOT HIS START

"I want 1000 newspapers."

The circulation man of the Detroit Free Press looked in amazement at the freckle-faced lad who made this astonishing request.

"Got the money?" he asked.

"No, sir."

"Get out!"

The boy got out. He went directly upstairs to the office of the publisher, where the big men could not enter without an appointment.

"I want 1500 papers, Mr. Storey," said the boy. Then he explained that the people along the line of the railroad would be eager to get the news of the battle of Pittsburg Landing.

"Can you pay for them?" asked Mr. Storey.

"Soon as I sell them," answered the boy. Mr. Storey wrote something on a slip of paper and the boy took it down to the circulation man.

"Fifteen hundred!" growled the man; "thought you only wanted 1000!"

"O, I thought I might as well be refused 1500 as 1000," grinned the boy. And that is one of the things that helped Thomas Edison, the world's greatest inventor, to success.

Make Use of Opportunity.

He had learned of this battle. He knew the people along the line would be anxious to hear the news. He had no money, but he had courage and what is better, he had the habit of thinking things out, of thinking ahead. Usually he sold about 60 papers along the train route. How could he sell 1500. He had thought that all out in advance and he went to a telegraph operator whom he knew was fond of reading.

"If you'll wire ahead to every stop that there's a big battle and I am coming with the papers telling the story with a big list of the dead and wounded, I'll give you a daily paper and two magazines a month for six months," bargained young Edison.

"I'll do it," agreed the operator.

When Edison reached his first stop, at Utica, there was a mob waiting for the papers.

"I thought it was an excursion at first," said Mr. Edison. "I sold more than half my papers there, charging 10 cents each. At Mt. Clemens there was another big crowd and at Port Huron I sold out, getting 25 cents each at the last two places."

Power of Observation.

Not long after that young Edison noticed how eager the railroad men were for news. They would sit and gossip about railroad affairs like a lot of women at a quilting party. He got an old hand press, some type and set it up in one end of the baggage car where he kept his papers. It wasn't long before three



ARMSTRONG TOOLS

Tools bearing the name of the Armstrong Mfg. Co. are superior made tools. Perfect in construction, accurate and dependable.

The name of Armstrong has ever stood for the best in service, quality and workmanship.

**Tools with an En-
viable Guarantee.**

Send for our catalog of Genuine Armstrong Stocks and Dies, Water, Gas and Steam Fitters' Tools and Pipe Threading Machines.

**THE ARMSTRONG
MFG. CO.**

276 Knowlton St.
Bridgeport, Conn.

In writing the
company address
Department HW.



Quart No. 32

THE "American" GASOLINE BLOW TORCH

**Highest Grade Torch
made. Lowest price con-
sistent with Quality.**



Pint No. 48
Auto Torch

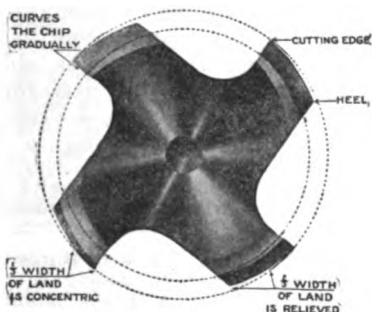


Pint No. 38

THE OPTIMUS MANUFACTURING COMPANY
Henry W. Peabody & Co., Agents
17 STATE STREET - NEW YORK



GTD Taps are Relieved Like a Milling Cutter



That is, one-third of the land back of the cutting edge retains the full cutting size. The remaining two-thirds is relieved on top, bottom and sides.

This reduces friction, prevents binding and makes the tap cut free and easy.

You should learn more about the G. T. D. line and the consumer advertising we are doing to create a demand for G. T. D. tools.

Ask for particulars, literature, etc.

GREENFIELD TAP & DIE CORPORATION

Greenfield, Mass.

New York, 28 Warren Street
Chicago, 13 South Clinton Street
London, 149 Queen Victoria Street
Canadian Factory, Wells Brothers Company
of Canada, Ltd., Galt, Ontario



boys were helping him and he was printing 400 copies a week. If Brakeman Jim Jones broke a leg or locomotive No. 9928 blew out a cylinder, he put it in his paper and the men liked it.

At that time he was experimenting with chemicals and tipped over a bottle of phosphorus, which set the car afire. There was a lot of smoke, but he got the fire out. The conductor, who disliked him, threw off his printing plant, chemicals and paper at the next stop and boxed his ears so violently that it led to his permanent deafness.

The railroad people let him go back, on his promise not to mess things up with his chemicals any more. There had been many complaints about the "Edison boy who messed everything up with his fool chemicals."

Not long after that the little 2-year-old son of the station master and telegraph operator at Mt. Clemens sat in the middle of the track as a string of cars were being shunted down. Young Edison saw him. Instead of shouting and frightening the boy he jumped from the baggage car door where he was standing, threw the baby off the track and managed to get up so that the car actually bumped him out of the way.

"I'm a poor man," said the station master, "but you can have the few hundred dollars I have saved up, and welcome."

"Don't want your money, but will you teach me how to send telegraph messages?" begged Edison.

In two months' time he was a capable telegraph operator.

He invented the duplex telegraph and nearly starved before he could get it adopted. He landed in New York City with a dollar in his pocket, looking for work. Three nights he slept on park benches. One day he went without food. As he was passing a broker's office he saw the stock ticker and there was great excitement inside. He stepped in while they were yelling for some one to go here and some one to go there and have it fixed.

"I think I can fix it for you," he said.

They let him try. He opened the ticker, lifted a loose contact spring that had fallen between the wheels and it started up again.

Just as he did this the man who had a big interest in the ticker service saw him. "We're having trouble with this service. If you can keep it going for us we'll give you \$300 a month," he said.

"I nearly fainted when I heard this," says Edison, "but I remained calm and agreed to do it, demanding an advance in 'good faith.' I really didn't want it for good faith, but for pork and beans. I hadn't eaten for nearly 30 hours. Nothing ever tasted quite as good as that dish of pork and beans.

Using His Brains.

Edison kept using his brains while holding down his job. He learned why the tickers wouldn't work well and he improved them, securing a patent. When the company asked him to make an offer he wanted \$5,000. He was about to ask for it in fear and trembling when he used his brains again. "I'll make them do the offering," he thought.

They gave him \$40,000.

He made exactly \$35,000 by using his brains.

All the world knows of his rapid rise after that. This money enabled him to build a laboratory and experiment. Everyone knows how he invented the incandescent light, the phonograph, moving pictures, quadruplex telegraph, speaking parts of the telephone, electric railways, storage batteries and scores of other great things.

And practically all the schooling he got was at his mother's knee.

But he used his brains about the newspapers, the railroadmen's paper, the little boy on the tracks—everything.

Today he continues to sit in his West Orange Laboratory and think, sometimes for ten hours at a stretch.

And if brains are not made to be used, why do we have them?

W. W. MONTAGUE COMPANY DISPOSES OF BUSINESS

W. W. Montague & Company, who have been engaged in the wholesale and retail business in San Francisco for the past sixty years have disposed of their business to Heyman-Weil Co. of San Francisco who have purchased the corporation, stock and real estate.

The house of Montague is well known throughout the Pacific Coast, being one of the pioneer merchants in this line. In the early days their trade extended throughout the Pacific Coast, as far as Montana and Utah.

Mr. Montague is confined to his room with illness and has not been able to give personal attention to his business for some time.

The Eckhart Plumbing & Heating Co., Seattle, Wash., have secured the contract for the plumbing and heating in connection with the remodeling of the Chelsea Apartment, the amount approximating \$8000.

The Gallup Tin and Hardware Co., Gallup, New Mexico, have been adding to their store and warehouse facilities, with the intention of materially increasing their stock. They report a very satisfactory season's business.

S. Hill & Son, Santa Ana, Cal., have enlarged their sheet metal department, doubling the floor space and installing a number of items of new machinery. This department of Hill & Son now employs thirteen men. They do considerable sheet metal work, including skylights, hollow metal windows, etc., installing in a number of the new municipal and county buildings in their section.

Rhode Island

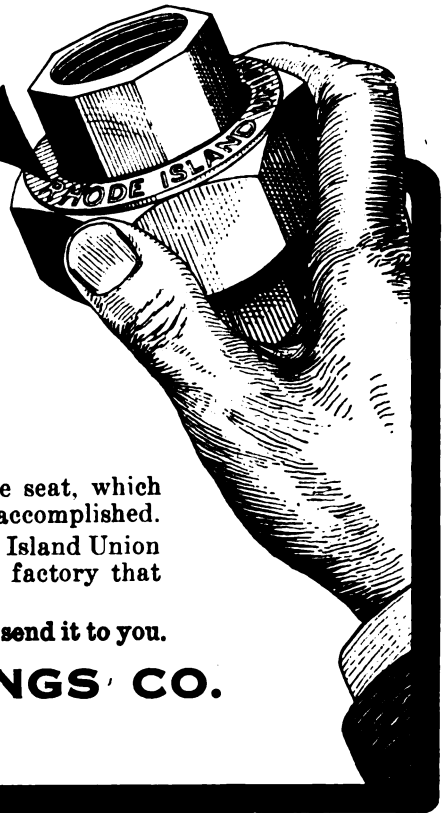
on a union is the sign
of double protection

Your customer is protected against dissatisfaction by the approval of the Underwriter's Laboratory—the excellence of the material used in making—and the special improvement in the bronze seat, which prevents leaks and makes proper fitting more easily accomplished.

Our guarantee protects you—you can sell the Rhode Island Union with the absolute knowledge that it is backed by the factory that makes it.

Our booklet tells the complete story. We will gladly send it to you.

RHODE ISLAND FITTINGS' CO.
HILLSGROVE, RHODE ISLAND



YOU are the Loser



PATENTED
No. 41 Kerosene Torch

if you don't use good torches and furnaces. Why not use a make that is known the world over to give perfect satisfaction at reasonable prices?

If you have never tried the "ALWAYS RELIABLE" you surely do not know their merits. Ask your friend mechanics why they will not use any other. There must be a good reason.

Write for a catalog which explains our line and then try some when you are again in need. You won't regret it.

OTTO BERNZ, Newark, N.J.

Dependable Tanks



If you desire the best, choose our

"Copper Brazed" Construction

Positively hold air without loss of pressure.

Pneumatic and Storage Tanks.

Range Boilers, Riveted or Welded.

Special Tanks for Air, Gas or Liquids.

Manufactured by

WM. B. SCAIFE AND SONS CO.
Pittsburgh, Pa.
Factory, Oakmont, Pa.

OVERHEAD EXPENSE ITEMS IN THE WARM AIR HEATING BUSINESS

The Official Bulletin of the National Association of Master Steam and Hot Water Fitters calls attention to the importance of overhead expense at this time and to the numerous requests for data to figure this cost. The list is quite comprehensive and runs as follows:

Salaries.

Employers' salaries or executive officers' salaries (such amounts as are drawn from the business for employers' own services).

- Superintendents.
- Estimators.
- Draftsmen.
- Bookkeepers.
- Stenographers.
- Clerks.
- Office collectors.
- Office boys.
- Other office help.
- Stockkeepers.
- Porters.
- Other non-productive labor.

Rent or Establishment Maintenance.

(If buildings in which you carry on your business are owned by you, 10 per cent of their value should be charged off yearly as rental.)

- Store rent.
- Shop rent.
- Water rent.
- Gas and electric bills.
- Power for shop.
- Heating.

Depreciation of office equipment, 10 per cent (it is recommended that 10 per cent of the cost value of such equipment should be written off each fiscal year).

Shop repairs.

- Depreciation on shop equipment, 10 per cent.
- Tools lost, strayed or stolen.
- Depreciations and repairs to tools, 20 per cent.
- Replacement and repairs:

- To tool house
- To tool chests } 20 per cent.
- To time clock

- Maintenance of real estate.
- Cleaning show room and establishment.
- Watchman.
- Soap, matches, waste.
- Oil, belting, dressings, charcoal.

Deliveries.

Include the following items except where used for deliveries charged on estimate sheet:

- Garage and barn rent.
- Automobile maintenance.
- Auto truck maintenance.
- Depreciation on same.
- Gasoline and oils.
- Cartage, freight and express not chargeable.

Assessments, Dues and Donations.

- Association dues and fines:
 - Master Steam and Hot Water Fitters' Association
 - Building Trades Employers' Association.
 - Credit Association.
 - Other organizations.
- Donations, tickets.

Sunday Business Expense.

- Insurance:
 - Liability for office force.
 - Liability on labor not chargeable.
 - Plate glass insurance.
 - Business life insurance.
 - Fire insurance on stock.
 - Fire insurance on buildings.
- Interest:

On capital, 5 per cent on amount invested.

- On notes payable and receivable.
- On certified checks while out.
- On overdue accounts.
- On loans to and from.

Taxes:

- United States Government.
- State.
- County.
- City.
- Corporation.

Legal Expense:

- Attorney's fees.
- Notary public.
- License to work in other states.

Entertainment:

- General.
- Individual expense.
- Stationery and printing.

Postage.

Office supplies.

Telephones.

Telegrams.

- Bullinger's Guide, time tables, etc.

Text books.

- Blueprints and drawing materials.

- Wrapping paper, twine, packing boxes, barrels, etc.
- "First aid" medical kit.

- Dodge or other building reports.

- Dun's, Bradstreets or other mercantile reports.

- Buying directories.

- Trade magazines.

- City directories.

Signs.

- Photographs of buildings, etc.

- Collection charges (attorney's bills).

- Traveling expenses.

- Attending conventions expenses.

- Carfares.

- Auditing books.

- Patents.

Bid bonds (this item means your outlay for all bonds you must obtain to accompany bids, for work which you do not get, even though you have placed the cost of bid bonds on your estimate sheets).

- Safe deposit.

- Drinking water and ice.

- Laundry, towels.

- Gifts for Christmas, special commissions, etc.

Depreciation on stock and materials on hand, 10 per cent.

- Depreciation on equipment, 10 per cent.

- Allowances or rebates on settlements.

- Lost accounts.

- Lost shop time.

- Lost time of mechanics paid but not chargeable.

- Deadhead repairs or "come-backs."

- Typewriter and adding machine repairs.

- Removing rubbish and ashes.

Incidentals and all other items you pay for which you do not sell, except equipment.

No. 204 Turner Torch



A strictly high grade torch sold under the maker's guarantee. If you want the best torches on the market for your work use the Turner.

No. 204, Quart Size, Each, \$7.60 List

Ask for Catalog No. 4.

THE TURNER BRASS WORKS, Sycamore, Ill., U. S. A.



"Pacific" Plumbing Fixtures are of higher quality than ordinary fixtures, yet they cost no more.

"Pacific"
Plumbing Fixtures



Main Office and Show Room
67 New Montgomery Street
San Francisco, Cal.

FOR SALE BY ALL
JOBBERs

Factories
Richmond and San Pablo
California



No. 1 FIRE POT

List Price, Each, \$13.00; Ask for Discount

The No. 1 C. & L. Fire Pot

is the best general utility Fire Pot ever produced. The top section will easily care for a pair of 12-lb. coppers and melt a pot of metal at the same time, if desired. The burner is swiveled, giving the operator perfect control of his fire at all times. The tank is made of heavy gauge seamless drawn steel, reinforced, with all fittings, and the bottom welded in and fitted with patented cushion protection band and dust-proof filler plug. The No. 1 is a winner—include it in your orders. Jobbers supply at factory price. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO.
Detroit, Mich., U. S. A.



SMOOTH-ON

**IRON
CEMENT
No. 5**

For making hub joints on cast iron soil pipes, gas and water mains.

EASY TO APPLY

Difficult joints quickly and easily made

SMOOTH-ON MFG. CO.
Jersey City, N. J.

For Sale by Supply Houses

Sold in 1, 5, 10 and 25-lb. tins.

Precedence Does Not Guide the Pacific Plumbing Fixture Companies

In the last few years these companies have increased in size from an organization employing about a hundred men and selling only in California, Oregon and Washington, to their present size — and doing an international business.

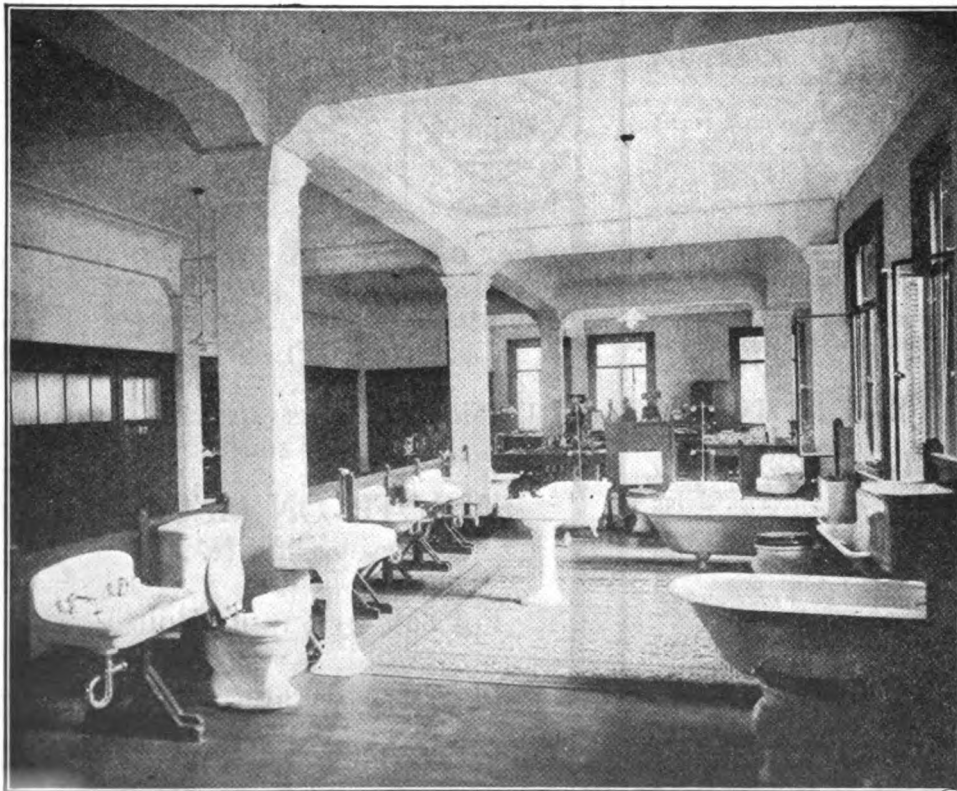
In China, Australia, Russia and almost every part of the Orient, these companies do an enormous business — which is growing larger and larger every month.

The high quality and modern designs of Pacific Plumbing Fixtures have caused them to fairly dominate the Oriental field, for the plumbers were quick to install Pacific Plumbing Fixtures so that their clients could get the highest quality of Pacific Plumbing Fixtures. The splendid organization of the Pacific Plumbing Fixtures Companies has helped their success. They learned each country's customs

by sending a representative to visit it and study its business methods and the types of buildings being erected in each country.

These illustrations show the sales force and the show room of the North China representative, The American Sales Corporation of Shanghai.

The American Sales Corporation is typical of the firms that represent the Pacific Plumbing Fixtures Companies throughout the Orient and enables them to dominate.



It's a Well Known Fact---

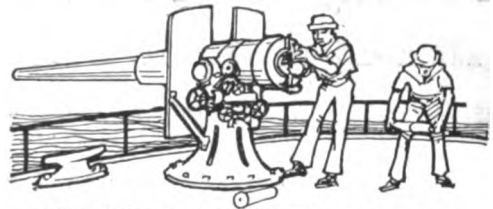
that BEATON & CORBIN Plates mean the newest and best in the world of plates. No. 10 is our newest model. For floor and ceiling. Made in cold rolled steel and brass, also nickel plated. Pipe gripping spring a new and clever device. Sizes $\frac{3}{8}$ to 4 in. Accept only the genuine.

Plates carried by the leading plumbing and supply jobbers.

Catalog on Request

The Beaton & Corbin Mfg. Co.
Southington, Conn.

Pacific Coast Representative
W. E. GILCHRIST



**WITH UNCLE SAM
AT SEA**

Every piece of machinery on shipboard must be kept in topnotch order for the call to "Clear for Action." The Crescent Wrench in the hands of our navy's mechanics is doing more than a bit in meeting the demand for absolute efficiency at sea. Crescent preference is based on Crescent construction — extraordinary convenience in handling the most difficult work—and on the long life which the Crescent standard insures.



Crescent Tool Co.
Jamestown, N. Y.



A GOOD UNDERSTANDING is what makes the **MARTIN** Portable Vise Stand and Pipe Bender stand without hitching. Legs are quickly detachable. Light and easy to carry. Bender has a capacity of $\frac{1}{4}$ to $\frac{3}{4}$ inch pipe.



Will Not Kink Pipe

Patented Jan. 26, 1915

We want you to try the MARTIN for 10 days at our risk. Send it back if you don't like it.

Write now.

H. P. MARTIN & SONS, P. O. Box No. 475, Owensboro, Ky.

A Study of the Different Types of Pipes Used in Disposal of Rain Water From Buildings

Submitted by James W. Anderson, Sanitary Engineer
Of Harvard University, Class of 1917

Winning second prize of \$50.00 in the Nelson Contest at Harvard University (1917)

Introduction.

THE object of this paper is to show the main points which should be considered in the design and erection of gutters, leaders and soil-pipe used in the disposal of rain water; to show what methods and materials are used by plumbers today; and to offer a few practical suggestions which it is hoped will improve existing conditions.

The suggestions made must be considered as very general, because of the many varying conditions which enter into any particular problem, as the size, the character of the material used, and the pitch of the roof; locality of the building; the amount and nature of the precipitation; and the climate.

Gutters.

The function of a gutter is to carry off the water that falls on the roof, whether in the shape of rain or snow, and to prevent water from dripping from the eaves onto the walls of the building.

The most important thing to be considered in the design of roof gutters is the amount of annual precipitation and its character. The yearly rain-fall in the United States varies from zero to two hundred inches. In the case of heavy showers, the amount of precipitation varies considerably over a small area. The situation is further complicated in some sections by a heavy fall of damp snow, followed by a warm rain; in others the snow is never a factor in the problem of roof-water disposal. The plumbers and architects interviewed do not make use of the meteorological information which is easily obtainable, but rely wholly on their own past experience to aid them in choosing the proper size of gutter. This selection is further a matter of rule of thumb, as there is no empirical formula by which you can compute the size, as in the case of conductor pipes.

The shape of the gutter is the next important consideration, and it seems to be customary to use half-round corrugated gutters wherever the architectural features of the building in question will permit. Square gutters are used to some extent in the warmer climates, but their use is exceptional in northern climates. The advantages in the use of the half-round gutter is easily explained. When water freezes it expands and tends to lift itself out of the half-round gutter because of axial pressure; whereas in the case of the old type of square or box gutters, the ice-pressure is perpendicular to the

sides of the gutter and so causes the gutter to break rather than force the ice up.

In conjunction with the designing of the gutters, an effort should be made to decide what material is best suited for the purpose at hand. Something should be known, therefore, of the durability and appropriateness of the various metals in common use. In actual practice, it is found that the above two qualities are not, as a rule, the determining factors in the selection of suitable material, but the income of the builder and the use to which the building is to be put. A rich man, building a house for his own use, generally uses copper, and once in a while cypress; a rich man, building a house for speculation, invariably uses a galvanized metal, as galvanized sheet iron or steel. Very little thought is given to the advisability of the selection made other than the immediate financial one, and judging from the information gathered from practical men, this has always been the controlling factor. Very little information is available, therefore, as regards the longevity of the metals used in gutter construction. Here, then, is a big field for some company who would carry on experiments covering, as they necessarily must, a term of years.

The materials used for gutter construction are wood, copper, cast iron, galvanized sheet iron, galvanized sheet steel, "toncan metal" and lined wooden gutters.

Wooden Gutters.

Wooden gutters are used mostly on dwellings in New England, where they have been found to be durable, since they are very resistant to freezing. These gutters are worked out of solid pine or cypress—the common shape being that shown in Figure 1.

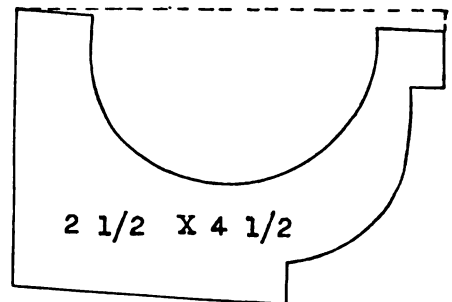
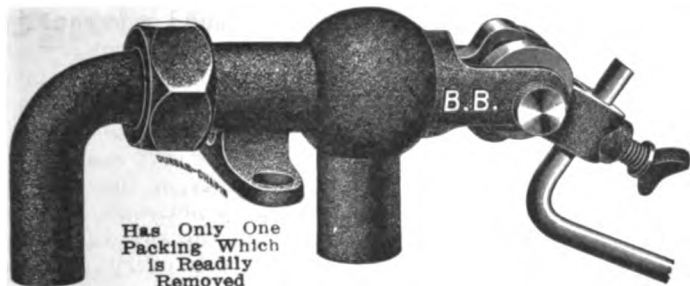


Figure 1.

In this country cypress gutters are in use today which were put up thirty years ago, and

**YOU GET THE SIMPLEST AND BEST
COCK EVER MADE when YOU SPECIFY**

B. B. HIGH PRESSURE BALL COCK



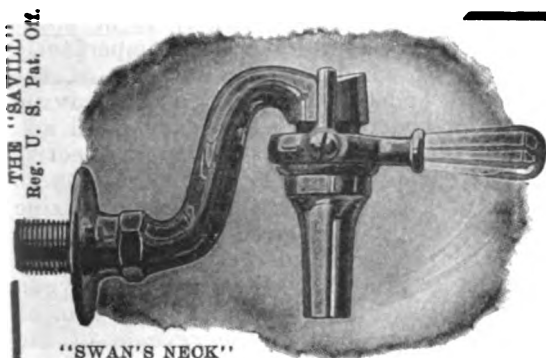
Has Only One
Packing Which
is Readily
Removed

They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY
Bacon and Flimpton St., Waltham, Mass.



THE "SAVILL"
Reg. U. S. Pat. Off.

"SWAN'S NECK"
PATENTED
JUNE 18, 1913

The Savill Swan Neck Faucet

The Original Quick Opening Perfect Sink Faucet

ONLY faucet with all operating parts within basin.

If hands are soiled or holding something, faucet can be opened or closed just as easily with a finger, the wrist or arm. Opens to full stream and shuts off in fraction of a minute. "SAVILL" Faucets are a profitable and most satisfactory line. Investigate now.

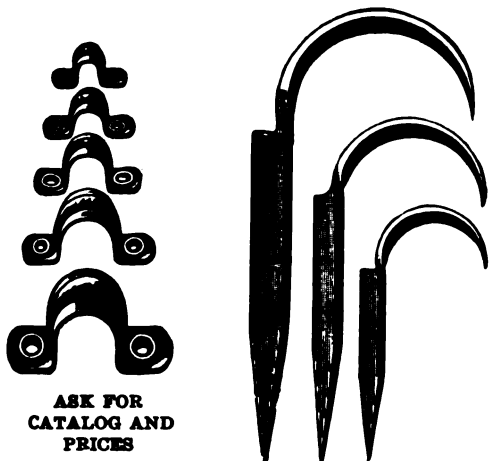
Send for Booklet

Made in S. O. T. See A-5 Catalog.

THOS. SAVILL'S SONS 1310-14 Wallace St. Philadelphia

HOLBROOK, MERRILL & STETSON,
San Francisco, Cal., and Los Angeles, Cal.

Gas Pipe Straps, Soil Pipe Hooks, Gas Pipe and Plumbers' Hooks



ASK FOR
CATALOG AND
PRICES

BERGER BROS. CO.

Office, 229-231 Arch Street
Store, 237 Arch Street.

Warerooms and Factory 100 to 114 Broad Street
PHILADELPHIA

Garden Hose Valves OF **Recognized Quality**

Which command repeat orders for you.



Sizes 1/2" to 2 1/2" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.

they are still giving satisfactory service. A very interesting case of wooden gutters was found on the wooden building of a metal-worker's concern in England a short time ago. In dismantling a mill over one hundred years old, an old wooden gutter was found which had been in use since the building was erected. In spite of the fact that no preservative of any kind had been used to protect it from decay, it was in an excellent state of preservation. The wood from which it was probably made was "red deal"—a wood native in England.

Cypress gutters can be obtained in twelve or sixteen-foot lengths, and if greater lengths are needed, two or more pieces may be butted closely together, and the joint covered with a strip of sheet lead carefully tacked down all around; the tacks must be small and put very close together.

Pine is not considered as being very serviceable, because it splits and does not last very long.

Copper Gutters.

Without doubt, copper is the most durable of all the materials that can be used for gutter construction, and it is so recognized by all men who handle gutters and leaders at all. Most of the men in the trade who were interviewed considered the question, "How long do you think copper will last under normal conditions?" a rather foolish one, and after a second's hesitation, they invariably replied, "forever." Copper will undoubtedly last a long time, but it is to be doubted if there are reliable data which would give us any idea as to just how many years of service we might expect. This metal is very expensive, but should always be used when the rest of the construction will warrant the expense.

Sixteen or eighteen-ounce cold-rolled copper are the two grades used—and the sixteen-ounce being used mostly for ornamental work.

Cast Iron Gutters.

Cast iron is largely used in England in connection with wooden eaves, but it is never put up in this country. No data were obtainable as regards the shape, method of hanging, length of section, or longevity of gutters of such material.

Galvanized Iron and Steel Gutters.

Gutters of this material are very common in all parts of the United States, and are used on all types of construction. They can be obtained in all the common shapes and in 10 or 12-foot lengths. They may also be obtained plain or corrugated, although the corrugated gutter is the type used to the greater extent. As regards the life of such material, nothing definite is known. One prominent manufacturer of such gutters placed their life between two and twelve years, but he refused to guarantee that the material would last even for the shorter period. Many cases have been found where the gutters on one side of a building were as good as new

at the end of two years, and those on the other side have been so completely rotted out they have had to be replaced.

Plumbers could not be found who could explain this peculiar state of affairs, but it would seem that possibly the following explanation might bear studying: It is known that acids and moisture are very conducive to corrosive action. The extended use of soft coal has increased the amount of acids in the air—sulphuric acid being especially noticeable. Might not, therefore, a gutter on the side of a house exposed to the winds which carry the most moisture and which blow over a manufacturing concern using a considerable amount of soft coal have deposited on it a dilute solution of sulphuric acid? There are likely to be spots on the gutter which have been imperfectly galvanized, or which, in the building of the gutter, have had the zinc scraped off, leaving the iron or steel bare. The stage is all set, therefore, for electrolytic action. An electric current is generated flowing from the iron to the zinc in external circuit, and from the zinc to the iron in internal circuit. The zinc will go in a solution and the action will continue until all of it is used up, because the oxygen of the air insures depolarization. The iron or steel is left bare then to the ravages of the same galvanic action. The heterogeneity of the surface, either chemical or mechanical, furnishes the electrodes of dissimilar character; the moisture of the air made more acid because of the dissolved sulphuric or other acid gases is the electrolyte; the electrical circuit is completed by the contact of the electrode spots in the metal; while as before, oxygen in the air prevents polarization and insures continuity of action. All the above factors must be present for this action, and it must cease if any one is withdrawn. At the points where the iron forms the anode, it will go into solution, be converted into a hydrate, and be precipitated as such. It will eventually be converted into the hydrate or oxide more commonly known as rust. In the case of tenement houses, the cause may often be ascertained by investigating the use made of the gutters by the tenants.

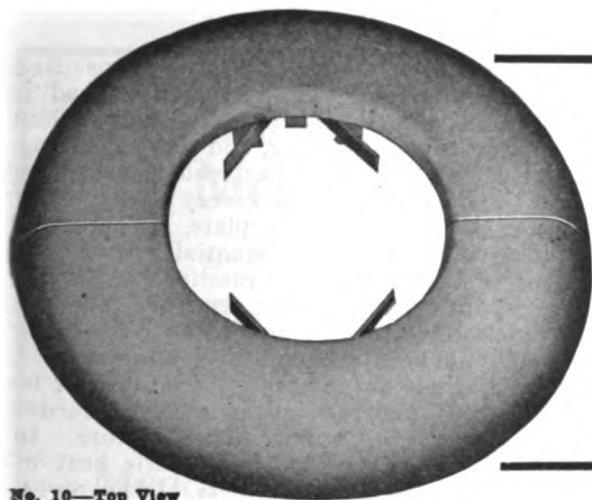


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Each, \$8.00
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torches and fire pots often are costly experiments. We guarantee C. & L. Fire Pots and Torches to give satisfaction in the hands of the user, and we are always anxious to see that the user is pleased and satisfied. Remember you buy fuel often, but a fire pot or torch only occasionally, and it pays to buy the best. All leading jobbers supply at factory price. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U. S. A.



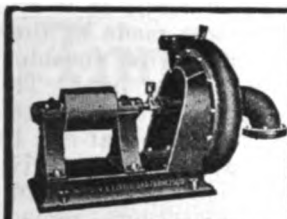
No. 10—Top View

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Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

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New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba. Southwestern Representative, J. R. Devereux, 233 St. James Street, Montreal, Quebec.



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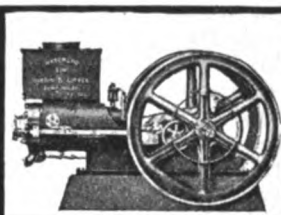
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Did You Ever See a Bull Pup Take Hold on a Root and Shut His Eyes to Everything Else in the World and Just Hold on?

Did you ever have some chap return a five-dollar loan long after you had given up hopes and were as flat broke as a tramp?

A NYE CHAIN VISE has in its jaws the tenacity of the bull pup—it also has in its absolute ability to fill a long felt want, the perfection of that five-dollar note.

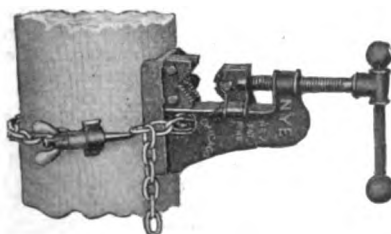
It takes all sizes of pipe from $\frac{1}{8}$ to 2-inch coupling. The steel chain attachment is guaranteed to stand a strain of 2000 pounds. It will hold like a mortgage and the chain will not even mar a painted pole.

You Can't Beat That Without You Cheat

NYE THE DIE MAN

The Nye Tool & Machine Works

116 N. Jefferson St., Chicago, Illinois



In many cases they have been found to be used as sewers by the occupants of the roof stories, and under such conditions it is only a question of a very short time before the acids of the sewerage completely rot out the pipes.

It would seem, therefore, that there were at least two ways of preventing corrosion. First, incorporate in the metal itself some substance which is resistant to acid and forms with the metal a compound which will be acid-resisting. Second, to cover the metal with a coating of some sort which is acid-resisting.

Under the first, it has been found that for some reason or other copper mixed with the iron or steel when the latter are molten increases the resistance of these metals to corrosion. The amount used is small, 0.2 to 0.3 per cent. Yet the claims made that it has lessened corrosion are well substantiated. The claim would seem to fail on the ground that the electro-negative nature of copper should make it an accelerator rather than a retarder of corrosion, in the light of the electrolytic theory. This would be correct, provided the added copper existed in the mass or metal as distinct or isolated particles. In point of fact, however, the amount of copper is so small that it is held in solid solution in the iron; homogeneity of structure is the result, and its individuality becomes lost and is merged with the iron. The reasons for the protective action of the copper are not definitely known. It may be that there is some lowering of the electrical potential or solution pressure as compared with the iron. It may be that, as solution does occur, there is precipitated over the entire surface a thin metallic film of copper, which protects as long as it is intact and which renews itself automatically in case of abrasion.

There are no records of work done the second way which has proven effective. Paint has been used to a large extent, but it wears off the metal easily, and has to be renewed frequently to be of any use at all.

"Toncan" Metal Gutters.

There is a metal on the market known as "toncan metal," which has found considerable favor amongst metal workers and plumbers for gutter work. It is very easy to work and is fairly resistant to corrosion. It has not been on the market long enough yet for us to be able to state definitely just how long it will last. Its exact composition is not known, but it is believed to be an alloy of copper and iron or steel.

Lined Gutters.

It seems to be the consensus of opinion amongst plumbers that the best materials for gutter lining are the following, they being arranged in the order of excellence: Copper, lead, tin, and galvanized iron. Zinc is but little used.

It is agreed that copper if properly laid to allow for contraction and expansion, is the

most durable material. It is always specified on high-grade jobs. The objection to lead is that while the metal itself lasts it creeps when expanding and contracting, and this expanding of the metal causes buckles which eventually crack; and the metal tears very easily. For ordinary jobs a good tin plate, if carefully applied, will make a substantial gutter.

This is a much-debated question, and many pages of discussion about it are to be found in all the leading trade periodicals. Very little has actually been accomplished, however.

In this whole question of gutters, it must be remembered that the gutter receives harder usage than any other part of a structure. In summer it is exposed to the terrific heat of the sun, and then the coolness of the night, with perhaps a heavy shower now and then; in winter, it is exposed to extreme cold, snow, ice, and sleet, and terrific storms. Is it any wonder, therefore, that gutters made as they are today, with quantity as the first consideration rather than quality, fail to last? The only thing that can be done is to have the gutter put up of the best material that can be offered and in the best-known manner. Give the gutter reasonable attention thereafter, and when the seemingly inevitable occurs, replace or repair it.

(This article will be continued in our next issue.)

NO. 1 C. & L. FIRE POT

The makers advise that improvements have been added to the No. 1 C. & L. Gasoline Fire Pot shown in the accompanying illustration, which greatly increases its efficiency and durability. These improvements consist of a dust proof cap or filler plug, preventing dirt from getting into the gasoline; also a cushion protection band at the bottom of the tank.



The tank is made of heavy gauge welded steel, and the cushion band at the bottom protects it in rough service and makes it practically indestructible.

The No. 1 Fire Pot has the capacity for heating the heaviest soldering coppers quickly, and will melt a pot of solder at the same time. The burner is swiveled, which permits moving the flame so that the heel of the copper is in the hottest part and always under perfect control. It is claimed

that the No. 1 Fire Pot burns perfectly in windy or extremely cold weather, as the burner has specially constructed improved generator that superheats the gasoline and generates an intensely hot, well-controlled flame, saving fuel to a remarkable degree. The top section of the Fire Pot can be removed, thus producing an open fire or torch.

The Clayton & Lambert Manufacturing Co., Detroit, Mich., are well-known makers of the C. & L. line of gasoline and kerosene Fire Pots and Torches, and will gladly send their catalog to anyone asking them to do so.

F. C. Brennan, who has been located at Pittsburgh, Cal., has installed a plumbing shop at Antioch.

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Medal of Honor

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Trimo Tools

AT THE
Panama - Pacific
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Specify CAPOCO Ware for your Bath Room on particular jobs, whether it is a Closet Combination or Vitreous Lavatory.

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Factory: Camden, N. J.

Philadelphia Office
1511 Sansome Street

New York Office
95 Williams Street

Retail Selling Prices

The following retail selling prices are used by merchants in some of the large cities and are offered as a suggestion to retail merchants in smaller towns and cities where they do not have the opportunity of checking up their prices often. In many instances, owing to keen competition, these prices will be found low. In communities removed from the larger cities, transportation charges should be added. We do not believe these prices will be found high. Many merchants use them as the MINIMUM price at which goods are sold, especially where competition is close. We will be glad to receive suggestions and corrections as to any prices quoted herein and of any items not mentioned. Our service department will be glad to give any assistance.

AMMUNITION—

Rim Fire—	Black	Smkls.
B. B. Caps	\$.35	\$.35
C. B. Caps .....	.40	.40
22 Short .....	.25	.30
22 Short, H. P. ....	.30	.35
22 Long .....	.30	.35
22 Long, H. P. ....	.35	.40
22 Long Rifle .....	.35	.40
22 Long Rifle, H. P. ..	.40	.45
22 S. & W. Long .....	.35	.40
22 Extra Long	1.00	...
22 W. R. F. ....	.45	.50
22 W. R. F., H. P. ....	.50	.55
22 1903 Win. Auto. ....	...	.50
22 1903 Win. Auto H. P. ..	...	.55
22 Rem. Auto. ....	...	.50
22 Rem. Auto. H. P. ....	...	.55
25 Short Stevens .....	.55	...
25 Short Stevens H. P. ....	.60	...
25 Stevens .....	.75	...
25 Stevens H. P. ....	.80	...
32 Short, R. F. ....	.55	...
32 Long, R. F. ....	.65	...
32 Ex. Long R. F. ....	.85	...
38 Short, R. F. ....	.90	...
38 Long R. F.	1.00	...
41 Short, R. F. ....	.85	...
41 Long R. F.	1.00	...
41 Swiss .....	...	1.10
44 Flat Henry R. F.	1.30	...
56-56 or other Spencer	...	...
ctgs.	1.10	...

NOTE—5% off 500 to 1000 22 cart-
tridges, 10% case lots.

Pistol Sizes—

22 Win. S. Shot	1.20	1.30
22-15 Stevens .....	.55	...
25-20 Stevens, Ld. Bul ..	1.45	1.65
25-20 Stevens, SP&MC	...	...
bullet	1.75	...
25-20 Mod 92 SP&MC	...	...
bullet	1.60	...
25-20 Mod 92 Ld. Bul ..	1.80	1.55
25-20 Mod 92 Hi Vel	...	...
SP&MC bullet	1.70	...
25 Colts Aut., SP&MC	...	...
bullet	1.80	...
30 Borchart, SP&MC Bul ..	2.10	...
30 Ruger, SP&MC Bul ..	2.10	...
30 Mauser, SP&MC Bul ..	2.10	...
30 Mauser in clips, SP	...	...
&MC Bullet .....	.95	...

32 S. & W. ....	.90	1.00
32 S. & W. Met. Pt. ....	...	1.05
32 S. & W. Long	1.00	1.10
32 S. & W. Long, M. P. ....	...	1.15
32 Short Colts .....	.90	1.00
32 Long Colts	1.00	1.10
32 Colts New Pol. or	...	...
Pol. Pos.	1.00	1.10
32 Colts Auto. SP&MC	...	1.45
32 Win. or 32-20, Lead	...	...
bullet	1.30	1.55
32 Win. or 32-20 SP	...	...
or MC	1.60	...
32 Win. or 32-20 High	...	...
Vel. SP or MC	1.70	...
35 S. & W. Aut. SP or	...	...
MC	1.45	...
38 S. & W.	1.10	1.25
38 S. & W. Met. Pt. ....	...	1.35
38 S. & W. Spec.	1.35	1.50
38 S. & W. Spec. Met.	...	...
Point	1.60	...
38 Colts New Pol. or	...	...
Pol. Pos.	1.10	1.25
38 Colts New Pol. or	...	...
Pol. Pos., M. P.	1.85	...
38 Short Colts	1.10	1.25

NOTE—10% off Pistol Cartridges
500 lots or more.

Center Fire Pistol Cartridges—

38 Long Colts	1.20	1.35
38 Colts Aut. SP&MC ..	2.10	...
380 Colts Aut. SP&MC ..	2.00	...
9 M-M Lugger SP&MC ..	2.15	...
38-40, Lead Bullet	1.60	...
38-40 SP&MC	2.00	...
38-40 Hi. Vel. SP&MC ..	2.05	...

41 Short Colts	1.20	1.35
41 Long Colts	1.45	1.65
44 S. & W. American	1.60	...
44 S. & W. Russian	1.65	1.80
44 S. & W. Special	1.80	2.00
44 Win. or 44-40 Ld. ..	...	...
Bullets	1.60	...
44 Win. or 44-40 SP&	...	...
MO Bullets	2.00	...
44 Win. or 44-40 Hi.	...	...
Vel. SP&MC Bullet	2.05	1.75
44 Game Getter	1.55	1.75
44 Webley	1.85	...
44 Bull Dog	1.20	...
45 Webley	1.85	...
45 S. & W.	2.05	...
45 Colts	1.80	2.00
45 Colts Automatic	2.40	...
Rifle Cartridges—	...	...
22 Hi. Pr. Sav. SP&MC	1.80	...
6 M-M SP&MC	1.70	...
6 M-M Short Range	...	...
SP&MC	1.60	...
7 M-M Mauser SP&MC	1.70	...
7.65 M-M Mauser SP&MC	...	...
MO	1.70	...
8 M-M Mauser SP&MC	1.70	...
8 M. Mannlicher SP&	...	...
MC	1.70	...
9 M-M Mannlicher SP&	...	1.85
MC .....	.75	.95
25-21 Stevens SP&MC ..	.75	.90
25-25 Stevens SP&MC ..	...	1.15
25-36 Marlin SP&MC ..	...	1.15
25 Rem. SP&MC	1.15	...
25-35 Win. SP&MC	1.15	...
25-35 Short Range Lead	1.05	...
250-3000 Sav. SP&MC ..	1.45	...
280 Ross Win. & UMO	2.20	...
280 Ross, Ross make	...	2.40
CT & MC	1.80	...
30-30 SP&MC	1.20	...
30-30 Miniature MC	1.20	...
30-30 Short Range Lead	1.05	...
30 Rem. SP&MC	1.80	...
303 Sav. SP&MC	1.30	...
303 Sav. Min. MC	1.20	...
303 Sav. Short Range	...	...
Lead	1.05	...
30 Spgrld 08 Rimless	...	1.85
SP&MC	1.75	...
30 Spgrld 06 Rimless	...	1.85
SP&MC	1.85	...
30-220 Win. or Krag	...	1.75
SP&MC	1.55	...
30-220 Win. or Krag,	...	1.75
Mid. Range SP&MC	1.75	...
803 British SP&MC	1.30	...
32 Rem. SP&MC	2.30	...
32 Win. Self Ldg SP&	1.80	...
MC .....	.95	1.10
32-40 SP&MC	1.10	...
32-40 Hi Vel. SP&MC ..	1.80	...
32-40 Short Range Lead	1.00	...
32-40 Miniature MC	1.25	...
33 Win. SP&MC	1.70	...
35 Rem. SP&MC	1.45	...
35 Win. Self Ldg SP&	...	2.35
MC	1.85	...
35 Mod. 1895 SP&MC ..	2.75	...
351 Win. Self Ldg	1.15	...
38-55 Lead	1.85	...
38-55 SP&MC	1.60	...
38-55 Hi Vel. SP&MC	...	1.15
38-56 Lead	1.85	...
38-56 SP&MC	1.25	1.50
38-70 Lead	1.20	1.50
38-70 Lead SP&MC	1.50	...
38-72 Lead	1.10	...
38-72 SP&MC	1.15	...
40-60 Win. Lead	1.45	...
40-60 Marlin, Lead	1.15	...
40-60 Win. SP&MC	1.35	...
40-65 Win. Lead	1.25	...
40-65 Win. SP&MC	1.50	...
40-70 Win. Lead	1.25	...
40-70 Win. SP&MC	1.50	...
40-72 Win. Lead	1.25	...

RETAIL SELLING PRICE—Continued.

ADZES—House, \$3.75 each; Railroad, \$4.00 each; Ship 4½, \$3.90 each; 4½, \$4.25 each; Lipd 25c extra.

ANCHORS—Screws per 100, 3-16, \$4.00; ¼, \$6.00.

ANVILS—Vulcan—No. 2, 20-lb., \$6.00 each; No. 3, 30-lb., \$6.75 each; No. 4, 40-lb., \$8.00 each; No. 5, 50-lb., \$9.00 each; No. 6, 60-lb., \$10.00 each; No. 7, 70-lb., \$11.00 each; No. 8, 80-lb., \$12.00 each.
Trenton—80 to 425 lb., 20½c lb.; 70 to 79 lb., 21c lb.; 60 to 69 lb., 21½c lb.; 50 to 59 lb., 22½c lb. With Clip Horn, 2c per lb. extra.

APRONS—Carpenters—California Leg, \$1.50; No. 12 Long Brown, \$1.25; No. 2 Short Brown, 60c.

ASBESTOS—
Mill Board \$.30 per lb. .35 per lb. Cut.
Paper30 per lb. .35 per lb.
Wicking, ½-lb. balls, each70
Wicking, 1-lb. lots, per lb. 1.35
Cement, per sack 6.00

	Nut	Ship	
		Sizes	With Without
1/4	.50	in 1/4's	Screw
1/2	.50	6	1.10
3/4	.75	5	1.30
1	.60	6	1.80
1 1/4	1.00	7	1.10
1 1/2	1.25	8	1.10
1 3/4	1.25	9	1.10
2	1.85	10	1.10
2 1/4	2.00	11	1.25
2 1/2	2.25	12	1.45
2 3/4	2.75	13	1.80
3	3.50	14	1.55
	5.00	15	1.75
		16	1.45
		17	1.60
		18	1.90
		19	1.80
		20	1.80
		21	2.00
		22	2.00
		23	2.30
		24	2.30
		25	2.70
		26	2.70
		27	3.20
		28	3.20
		29	3.80
		30	3.80
		31	4.50
		32	4.50

Boring Machine—

1	.75	19	1.80
1 1/4	1.00	20	1.80
1 1/2	1.25	21	2.00
1 3/4	1.50	22	2.00
2	1.75	23	2.30

Cuban Ring—

1	1.35	26	2.70
1 1/4	1.55	27	3.20
1 1/2	1.90	28	3.20
1 3/4	2.25	29	3.80
2	2.60	30	3.80

Post Hole—

Vaughn's	1.50
Iwan, 6-inch	2.50
Eureka	1.85

AXES—Boys American, \$1.50; best grade, \$1.75; Single Bit Hdd Am., \$1.75; best grade Hdd, \$2.00; Ddle Bit American, \$2.25; best grade Hdd, \$2.75; not handled—S. B. best grade, \$1.75; D. B. best grade, \$2.25.

BABBITT—1, 35c lb.; 2, 30c lb.; 3, 27c lb.; 4, 22c lb.; Magnolia, 50c lb.; CH, 75c lb.; Motor, \$1.00 lb.

BATTERIES—Dry, 2½x6, each 45c.

BARB—Bent Claw, 20-in., each, 75c; 24-in., 85c; 30-in., \$1. Crow Bars—15c lb.

BELLS—Kentucky Cow—No. 0, 85c each; No. 1, 75c each; No. 2, 60c each; No. 3, 45c each; No. 4, 35c each; No. 5, 30c each; No. 6, 25c each; No. 7, 20c each.

BEVELS—Sliding T—No. 18: 6-in., 75c; 8-in., 90c; 10-in., \$1.00. No. 25: 6-in., 50c; 8-in., 55c; 10-in., 60c; 12-in., 65c; 14-in., 75c.

	Size	List	Retail
BIBBS—Finished Plain	1/4	\$22.20	\$1.00
	1/2	28.20	1.25
N. P. Plain	1/4	25.80	1.10
	1/2	31.80	1.85
Finished Comp. H. Bibb	1/4	25.20	1.25
	1/2	31.20	1.85
N. P. Comp. H. Bibb	1/4	28.80	1.35
	1/2	34.80	1.50
Fuller Bibbs N. P.	1/4	31.20	1.50
Plain	1/4	36.00	1.75
Fuller N. P. Hose	1/4	34.80	1.60
	1/2	39.60	1.85
N. P. Plain Quick Comp. or Self Closing	1/4		1.90
	1/2		2.10

BITS—Auger

	R. J.	Irwin	Common
3-16	.55	.40	.25
4-16	.50	.40	.25
5-16	.50	.40	.25
6-16	.55	.40	.25
7-16	.55	.40	.25
8-16	.60	.45	.25
9-16	.60	.45	.30
10-16	.65	.50	.35
11-16	.70	.55	.35
12-16	.75	.60	.45
13-16	.80	.65	.50
14-16	.85	.70	.50
15-16	.95	.75	.55
16	1.00	.75	.60

Sets Common, 8 bit, \$2.75; 13 bit, \$4.50; Sets R. J., \$8.00; Sets Irwin Pat., \$6.00.

Clark's Expansive, small, \$1.15; large, \$1.50.

Steers, small, \$2.00; large, \$2.50.

BLADES—Hack Saw—8-in., 10c; 9-in., 15c; 10-in., 15c; 12-in., 20c. Power, 14-in., 85c.

EXTENSION BIT HOLDERS—12-in., \$1.25 each; 18-in., \$1.50 each; 24-in., \$1.75.

BLOCKS—Wood Tackle List.

BLOCKS—Steel Tackle—

Size.	Single Com.	Double Com.	Size.	Single Com.	Double Com.
3	.85	1.65	7	1.65	3.00
4	1.00	2.00	8	1.85	3.50
5	1.15	2.15	10	3.40	5.50
6	1.40	2.50			

BLOWERS—No. 400 Champion, \$30. No. 40 Lancaster, \$19.

BOARDS—Stove—W. L.: 24x24, \$1.40; 24x36, \$2.00; 26x26, \$1.65; 26x32, \$2.00; 28x28, \$1.95; 28x34, \$2.25; 30x30, \$2.25; 30x38, \$2.75; 38x38, \$2.80; 32x42, \$3.25; 36x36, \$3.35. P. L.—18x18, 55c; 24x24, \$1.00; 26x26, \$1.15; 28x28, \$1.25; 30x30, \$1.50; 26x30, \$1.45; 28x32, \$1.65. Wash Boards—Glass Queen, each 65c; Brass Queen, each 85c; Zinc Queen, each 50c.

BOXES—Mitre—

Goodell—	Langdon—
26x4 \$15.00	16 19.50
28x5 16.50	18 20.00
30x5 17.00	
30x6 19.00	Acme—
	72 17.00
New Langdon Imp.—	73 14.00
32 14.50	74 19.00
33 15.00	
34 17.00	Stanley—
35 17.50	246 14.25
	50 1/4 7.50
Stearns—	244 14.00
1 2.75	858 16.25
Perfection—	460 19.00
2 8.25	846 14.25
Parts: Add to list, 25%.	

BOLTS—

Carriage—	Contractors.	Retail, by doz.
Small Plus 10%		Plus 50%
Large Plus 25%		Plus 50%
Machine—		
Small Plus 10%		Plus 50%
Large Plus 25%		Plus 50%
Stove Bolts, 30% off List.		
Stud Plus 30%		Plus 50%

BRACES—

	811	911	923	945	956
6		\$2.85	\$2.25		
8		2.85	2.25		
10		3.50	3.00	\$1.75	\$.85
12		3.75	3.25	3.00	2.00
14		4.25	3.75	3.25	
16		4.50			
		993	921	955	
8		3.00	3.00		
10		4.15	8.25	1.50	
12			8.50	1.65	
		8008	8010	8012	8014
PS&W		\$3.00	\$3.15	\$3.50	\$3.75

BRACKETS—Shelf—

Japanned—	Pair	B. P.—	Pair
3x 4	.20	3x 4	.35
4x 5	.25	4x 5	.40
5x 7	.30	5x 7	.50
6x 8	.40	6x 8	.65
7x 9	.45	7x 9	.75
8x10	.50	8x10	.80
10x12	.65	10x12	1.00
12x14	1.00	12x14	1.25
16x18	2.25		

BRADS—Wire.

Bulk per lb.	1/4-lb. pkgs.	1/2-lb. pkgs.
1/4 & 1/2 inch \$.30		\$.10
3/4 to 1 1/2 inch ..... .20		.15
1 3/4 to 2 inch ..... .15		.10

BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sign, 80c; Spring, \$1.10.

BREAD MAKERS—Universal—No. 2, each, \$2.25; No. 4, \$2.50; No. 8, \$3.50.

BUCKETS—

Common Galv.	Each	Stock—	Each
8	.40	14	.90
10	.50	16	1.00
12	.60	18	1.15
14	.65	20	1.25
16	.75		
Garbage Galv.	Each	Well Galv.	Each
00	\$1.80	10 Qt.	.85
02	1.85	12 Qt.	1.00
03	2.25	Wood—	Each
		Short ear	.85
		Strap ear	.90

CANS—Garbage, 15, \$4.00; 16, \$4.75; 18, \$5.50; 20, \$6.00. Oil, Galv., size 1 Gal., each, 50c; size 2 Gal., 85c; 5 Gal. with faucet, \$1.50; 5 Gal. with spout, \$1.45.

CANTHOOKS—Maple Handle 2½x4½, each, \$2.25.

CAPS—Roofing, per lb., 15c.

RETAIL SELLING PRICE—Continued.

CARBORUNDUM—Grain, per lb., bulk, 40c.

CHAIN—

German Coil.	Ft.	Brass Safety.	Yd.
000	.08	00	.20
0	.07½	0	.25
0	.07	1	.35
1	.06½	2	.35
2	.06	Nickle Safety.	Yd.
3 and larger	.05½	0	.25
Passing Link.	Lb.	1	.30
00 (3-16)	.06	Black Tested	Galvd.
000 (13-64)	.06½		
Proof Coil—	Lb.	Lb.	Lb.
3-16	.22	.40	.23
7-32	.18	.35	.18
¼	.18	.32	.18
9-32	.15½	.30	.16
5-16	.15½	.28	.16
11-32	.15	.27	.15
¾	.14½	.26	.14½
7-16	.14½	.25	.14½
¾	.14	.23	.14½
¾	.14	.14	.14
¾	.14	.14	.14
1	.13½	.14	.14

Jack Chain—	Log Chains—
Brass, Yd. Iron, Yd.	5-16—12
8	14
10	16
12	18
14	20
16	22
18	24
20	26
	28
	30
	32
	34
	36
	38
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	42
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	98
	100

CHALK—Carpenters, per piece, 2½c. School Crayon, per gross 50c; 6 for 5c.

CHALK LINE—Yellow, per 100 ft. hank, 15c. Braided White, 20-ft. hanks, size 120, each 5c; size 220, 5c; size 320, 5c. 50-ft. balls, size 150, each 10c; size 250, each 10c; size 350, each 10c.

CHECKS—Door—A-11, \$4.10; B-12, \$5.50; C-13, \$6.80; D-14, \$7.70; E-15, \$10.50. For hold open arm add 75c each.

CHOPPERS—Meat and Food—

Universal—	Enterprise—
0	5
1	10
2	501
3	602

CHURNS—Barrel—

Acme—	3 Gal.	4 Gal.	5 Gal.	6 Gal.
0	\$5.25	3	\$7.50	
1	5.75	4	9.00	
2	6.25	5	10.50	

Glass Family—

Universal—	Dazey—
15	\$1.50
25	2.00
35	2.50
45	3.00
55	3.50
65	4.00
75	4.50
85	5.00
95	5.50
105	6.00
115	6.50
125	7.00
135	7.50
145	8.00
155	8.50
165	9.00
175	9.50
185	10.00
195	10.50
205	11.00
215	11.50
225	12.00
235	12.50
245	13.00
255	13.50
265	14.00
275	14.50
285	15.00
295	15.50
305	16.00
315	16.50
325	17.00
335	17.50
345	18.00
355	18.50
365	19.00
375	19.50
385	20.00
395	20.50
405	21.00
415	21.50
425	22.00
435	22.50
445	23.00
455	23.50
465	24.00
475	24.50
485	25.00
495	25.50
505	26.00
515	26.50
525	27.00
535	27.50
545	28.00
555	28.50
565	29.00
575	29.50
585	30.00
595	30.50
605	31.00
615	31.50
625	32.00
635	32.50
645	33.00
655	33.50
665	34.00
675	34.50
685	35.00
695	35.50
705	36.00
715	36.50
725	37.00
735	37.50
745	38.00
755	38.50
765	39.00
775	39.50
785	40.00
795	40.50
805	41.00
815	41.50
825	42.00
835	42.50
845	43.00
855	43.50
865	44.00
875	44.50
885	45.00
895	45.50
905	46.00
915	46.50
925	47.00
935	47.50
945	48.00
955	48.50
965	49.00
975	49.50
985	50.00
995	50.50

Dash IX Tin—

2 Gal. \$1.85

CHISELS—

Bucks	Whites	Bucks	Diamond
No. 36	No. 2	No. 4	Point
¾	.70	.90	.45
¾	.70	.90	.60
¾	.75	.95	.65
¾	.80	1.00	.70
¾	.85	1.05	.75
¾	.90	1.10	.80
¾	.95	1.15	.85
1	1.00	1.20	.90
1¼	1.10	1.30	1.00
1½	1.15	1.35	1.05
1¾	1.20	1.40	1.10
2	1.25	1.45	1.15
	1.30	1.50	1.20
	1.35	1.55	1.25
	1.40	1.60	1.30
	1.45	1.65	1.35
	1.50	1.70	1.40
	1.55	1.75	1.45
	1.60	1.80	1.50
	1.65	1.85	1.55
	1.70	1.90	1.60
	1.75	1.95	1.65
	1.80	2.00	1.70
	1.85	2.05	1.75
	1.90	2.10	1.80
	1.95	2.15	1.85
	2.00	2.20	1.90
	2.05	2.25	1.95
	2.10	2.30	2.00
	2.15	2.35	2.05
	2.20	2.40	2.10
	2.25	2.45	2.15
	2.30	2.50	2.20
	2.35	2.55	2.25
	2.40	2.60	2.30
	2.45	2.65	2.35
	2.50	2.70	2.40
	2.55	2.75	2.45
	2.60	2.80	2.50
	2.65	2.85	2.55
	2.70	2.90	2.60
	2.75	2.95	2.65
	2.80	3.00	2.70
	2.85	3.05	2.75
	2.90	3.10	2.80
	2.95	3.15	2.85
	3.00	3.20	2.90
	3.05	3.25	2.95
	3.10	3.30	3.00
	3.15	3.35	3.05
	3.20	3.40	3.10
	3.25	3.45	3.15
	3.30	3.50	3.20
	3.35	3.55	3.25
	3.40	3.60	3.30
	3.45	3.65	3.35
	3.50	3.70	3.40
	3.55	3.75	3.45
	3.60	3.80	3.50
	3.65	3.85	3.55
	3.70	3.90	3.60
	3.75	3.95	3.65
	3.80	4.00	3.70
	3.85	4.05	3.75
	3.90	4.10	3.80
	3.95	4.15	3.85
	4.00	4.20	3.90
	4.05	4.25	3.95
	4.10	4.30	4.00
	4.15	4.35	4.05
	4.20	4.40	4.10
	4.25	4.45	4.15
	4.30	4.50	4.20
	4.35	4.55	4.25
	4.40	4.60	4.30
	4.45	4.65	4.35
	4.50	4.70	4.40
	4.55	4.75	4.45
	4.60	4.80	4.50
	4.65	4.85	4.55
	4.70	4.90	4.60
	4.75	4.95	4.65
	4.80	5.00	4.70
	4.85	5.05	4.75
	4.90	5.10	4.80
	4.95	5.15	4.85
	5.00	5.20	4.90
	5.05	5.25	4.95
	5.10	5.30	5.00
	5.15	5.35	5.05
	5.20	5.40	5.10
	5.25	5.45	5.15
	5.30	5.50	5.20
	5.35	5.55	5.25
	5.40	5.60	5.30
	5.45	5.65	5.35
	5.50	5.70	5.40
	5.55	5.75	5.45
	5.60	5.80	5.50
	5.65	5.85	5.55
	5.70	5.90	5.60
	5.75	5.95	5.65
	5.80	6.00	5.70
	5.85	6.05	5.75
	5.90	6.10	5.80
	5.95	6.15	5.85
	6.00	6.20	5.90
	6.05	6.25	5.95
	6.10	6.30	6.00
	6.15	6.35	6.05
	6.20	6.40	6.10
	6.25	6.45	6.15
	6.30	6.50	6.20
	6.35	6.55	6.25
	6.40	6.60	6.30
	6.45	6.65	6.35
	6.50	6.70	6.40
	6.55	6.75	6.45
	6.60	6.80	6.50
	6.65	6.85	6.55
	6.70	6.90	6.60
	6.75	6.95	6.65
	6.80	7.00	6.70
	6.85	7.05	6.75
	6.90	7.10	6.80
	6.95	7.15	6.85
	7.00	7.20	6.90
	7.05	7.25	6.95
	7.10	7.30	7.00
	7.15	7.35	7.05
	7.20	7.40	7.10
	7.25	7.45	7.15
	7.30	7.50	7.20
	7.35	7.55	7.25
	7.40	7.60	7.30
	7.45	7.65	7.35
	7.50	7.70	7.40
	7.55	7.75	7.45
	7.60	7.80	7.50
	7.65	7.85	7.55
	7.70	7.90	7.60
	7.75	7.95	7.65
	7.80	8.00	7.70
	7.85	8.05	7.75
	7.90	8.10	7.80
	7.95	8.15	7.85
	8.00	8.20	7.90
	8.05	8.25	7.95
	8.10	8.30	8.00
	8.15	8.35	8.05
	8.20	8.40	8.10
	8.25	8.45	8.15
	8.30	8.50	8.20
	8.35	8.55	8.25
	8.40	8.60	8.30
	8.45	8.65	8.35
	8.50	8.70	8.40
	8.55	8.75	8.45
	8.60	8.80	8.50
	8.65	8.85	8.55
	8.70	8.90	8.60
	8.75	8.95	8.65
	8.80	9.00	8.70
	8.85	9.05	8.75
	8.90	9.10	8.80
	8.95	9.15	8.85
	9.00	9.20	8.90
	9.05	9.25	8.95
	9.10	9.30	9.00
	9.15	9.35	9.05
	9.20	9.40	9.10
	9.25	9.45	9.15
	9.30	9.50	9.20
	9.35	9.55	9.25
	9.40	9.60	9.30
	9.45	9.65	9.35
	9.50	9.70	9.40
	9.55	9.75	9.45
	9.60	9.80	9.50
	9.65	9.85	9.55
	9.70	9.90	9.60
	9.75	9.95	9.65
	9.80	10.00	9.70
	9.85	10.05	9.75
	9.90	10.10	9.80
	9.95	10.15	9.85
	10.00	10.20	9.90
	10.05	10.25	9.95
	10.10	10.30	10.00
	10.15	10.35	10.05
	10.20	10.40	10.10
	10.25	10.45	10.15
	10.30	10.50	10

RETAIL SELLING PRICE—Continued.

Common 1½-inch, 2-6x6-6	1.75	49	1.85	555	7.75		
Common 1½-inch, 2-8x6-8	1.85	52	1.75	1480	2.75		
Common 1½-inch, 2-10x6-10	2.00	53	2.25	1445	4.35		
Common 1½-inch, 3x7	2.15	54	3.00	1455	5.00		
DRILLS—							
Bit Stock No. 114	Dos.	154	3.00	1580	4.15		
3-32	\$ 2.70	259	4.25	1540	5.75		
¼	3.00	329	2.25	1545	7.00		
5-32	3.50	343	1.90	1550	6.25		
3-16	4.00	385	5.50	1555	8.00		
7-32	4.50	ELBOWS—Conductor—					
¼	5.00	Pl.	Rd.	Sq. Cor.	Rd.	Adj.	
5-16	7.00	2-inch	.35	2¼x1¾	1½-inch	.25	
¾	8.50	3-inch	.50	3¼x2¾	2-inch	.20	
7-16	10.50	4-inch	.60		3-inch	.25	
¾	18.00	Corrugated—Conductor				Shoes	
9-16	15.50	2-inch	.25	2-inch		.25	
¾	18.00	3-inch	.30	3-inch		.80	
¾	24.00	4-inch	.45	4-inch		.45	
¾	30.00	5-inch	.90	5-inch		.90	
1	36.00	EMERY—Grain—					
Wire Gauge 108A.		No. 60, per lb.	.25	Flour Emery—			
1-5 Ga.	\$2.75	No. 70, per lb.	.25	Per lb.		.25	
6-10 Ga.	2.50	No. 80, per lb.	.25	Stones—(See Stones)			
11-15 Ga.	2.25	No. 90, per lb.	.25	Cloth—(See Cloth)			
16-20 Ga.	2.00	No. 100, per lb.	.25	Wheels—(See Wheels)			
21-25 Ga.	1.90	No. 120, per lb.	.25				
26-30 Ga.	1.80	FASTENERS—Casement, Common Brass Plated, 25c; Sash, Common Brass Plated, 10c.					
31-35 Ga.	1.75	FAUCETS—					
36-40 Ga.	1.75	Cork Lined—					
41-45 Ga.	1.70	7-inch each				8-inch each	.20
46-50 Ga.	1.65					9-inch each	.25
51-55 Ga.	1.60	FELT—Deadening, Size Roll, ¼-lb., \$3.00; 1-lb., \$4.00; 1½-lb., \$6.00. Tarred, 250-ft. roll, \$1.85 each; 500-ft. roll, \$2.60 each.					
56-60 Ga.	1.55	FENCE—Poultry (See Netting)					
Taper Shank No. 106 each.		FIGURES—Steel—					
¾	.45	¼ each				¾ set	.90
5-32	.45	3-16 each				3-16 set	1.10
3-16	.50	¼ each				¼ set	1.35
7-32	.55	5-16 each				5-16 set	1.60
¼	.60	¾ each				¾ set	2.00
9-32	.65	FILES—					
5-16	.70	Flat Bastard size 6				Size 10	.45
11-32	.75	Flat Bastard size 7				Extra Slim Tapers.	
¾	.80	Flat Bastard size 8				Size 3½, 2 for 25c	.15
13-32	.90	Flat Bastard size 10				Size 4, 2 for 25c	.15
7-16	1.00	Flat Bastard size 12				Size 4½, 2 for 25c	.15
15-32	1.10	Flat Bastard size 14				Size 5	.15
¾	1.20	Flat Bastard size 16				Size 5½	.15
17-32	1.80	Mill Bastard size 4				Size 6, 2 for 35c	.20
9-16	1.40	Mill Bastard size 5				Size 7	.25
19-32	1.50	Mill Bastard size 6				Size 8	.30
¾	1.60	Mill Bastard size 7				Size 5, Weeds Saw.	.20
21-32	1.70	Mill Bastard size 8				Size 5½, 8 for 50c	.20
11-16	1.80	Mill Bastard size 10				Size 7	.25
23-32	1.90	Mill Bastard size 12				Size 8	.30
¾	2.00	Mill Bastard size 14				Size 5, Band Saw.	.15
25-32	2.00	Mill Bastard size 16				Size 6	.20
13-16	2.20	Round Bastard size 3				Size 7	.25
27-32	2.40	Round Bastard size 3½				Size 8	.35
¾	2.60	Round Bastard size 4				Size 10	.40
29-32	2.80	Round Bastard size 5				Size 5, Cant Saw.	.30
15-16	3.00	Round Bastard size 6				Size 6	.30
31-32	3.25	Round Bastard size 7				Size 7	.35
1	3.50	Round Bastard size 8				Size 8	.40
1 1-32	3.75	Round Bastard size 10				Warding, 8 to 4	.20
1 1-16	4.00	Round Bastard size 12				Warding, 4½ to 5	.25
1 3-32	4.25	Round Bastard size 14				Warding, 6	.30
1½	4.50	Round Bastard size 16				Half Round Smooth.	
1 5-32	4.75	Half Round Bastard.				Size 4	.25
1 8-16	5.00	Size 4				Size 6	.40
1 7-32	5.25	Size 5				Size 8	.50
1½	5.50	Size 6				Size 10	.60
1 9-32	5.75	Size 7				Size 12	.80
1 5-16	6.00	Size 8				Size 14	1.15
1 11-32	6.25	Size 10				Half Round Cabinet.	
1½	6.50	Size 12				Size 6	.45
1 13-32	7.00	Size 14				Size 8	.60
1 7-16	7.50	Size 16				Size 10	.75
1 15-32	8.00	Square Bastard.				Size 12	1.05
1½	8.50	Size 4				Size 14	1.40
1 17-32	9.00	Size 5				Half Round Wood Rasps.	
1 9-16	9.50	Size 6				Size 6	.45
1 19-32	10.00	Size 7				Size 8	.60
1½	10.50	Size 8				Size 10	.75
1 21-32	11.00	Size 10				Size 12	1.05
1 11-16	11.50	Size 12				Size 14	1.40
1 23-32	12.00	Size 14				Shoemakers.	
1½	12.50	Size 16				Size 8	.60
1 25-32	18.25	Knife Bastard.				Size 10	.75
1 13-16	14.00	Size 4				Size 12	1.05
1 27-32	14.75	Size 5				Size 14	1.40
1½	15.50	Size 6					
1 29-32	16.25	Slim Taper.					
1 15-16	17.00	Size 3½, 2 for 25c				Size 12	.75
1 31-32	17.75	Size 4, 2 for 25c				Size 14	1.00
2	18.50	Size 4½, 2 for 25c				Size 16	1.85
Str. Shank No. 108.	Dos.	Size 5				Size 18	1.65
8-32	1.70	Size 5½				Size 12, Tang Horse.	\$1.00
		Size 6, 2 for 35c				Size 14	1.15
		Size 7				Size 16	1.75
		Hand Drill.					
4	\$2.25	445	\$4.85				
4½	1.75	455	5.00				
5½	8.75	545	7.00				
5½B	8.75		6.75				

RETAIL SELLING PRICE—Continued.

L. & G. ENAMELED WARE—

[illegible]

RETAIL SELLING PRICE—Continued.

5570	Lipped Sauce Pans.	58 Soup Plates.	1450 1.60	218 6.00
56 ..... .75	9 ..... .25	59 ..... .30	1650 1.90	224 7.50
Muffin Pans.	10 ..... .30	60 ..... .35	1850 2.25	226 9.00
406 ..... .45	12 ..... .35	Coffee Pots.	Berlin Sauce Pots.	812 9.00
408 ..... .55	14 ..... .40	2 1/2 ..... .55	02 ..... .55	818 12.00
409 ..... .65	16 ..... .45	3 ..... .60	03 ..... .65	824 15.00
412 ..... .75	18 ..... .50	4 ..... .65	04 ..... .75	836 18.00
Corn Cake Pans.	20 ..... .55	5 ..... .65	05 ..... .85	Bread Raisers.
706 ..... .55	22 ..... .60	6 ..... .70	06 ..... .90	10 \$1.75
708 ..... .65	24 ..... .65	7 ..... .75	08 1.15	14 2.00
709 ..... .75	26 ..... .70	8 ..... .85	010 1.40	17 2.35
712 ..... .85	28 ..... .80	9 ..... .90	012 1.65	21 2.75
Milk Pans.	30 ..... .95	10 1.05	021 ..... .65	101 2.00
00 ..... .20	Straight Sauce Pans.	11 ..... .55	081 ..... .75	141 2.25
0 ..... .20	250 ..... .55	12 ..... .60	041 ..... .90	171 2.75
11 ..... .25	350 ..... .65	13 ..... .65	051 1.00	211 3.25
15 ..... .25	450 ..... .80	14 ..... .70	061 1.15	Nesco Perfect
20 ..... .30	650 1.00	15 ..... .75	081 1.35	Roasters.
30 ..... .35	Shallow Stew Pans.	16 ..... .85	0101 1.65	150 \$2.50
40 ..... .40	3 ..... .80	17 ..... .90	0121 1.85	180 3.25
50 ..... .50	4 ..... .85	18 ..... .95	Convex Sauce Pots.	200 4.20
60 ..... .55	5 ..... .40	19 1.00	212 \$1.05	Grocers' Scoops.
80 ..... .65	6 ..... .50	20 1.05	214 1.25	2 ..... .40
100 ..... .70	Deep Stew Pans.	21 1.15	216 1.50	3 ..... .50
120 ..... .85	14 ..... .35	22 1.20	218 1.75	4 ..... .55
Pudding Pans.	16 ..... .35	23 1.35	220 2.00	5 ..... .65
50 ..... .25	18 ..... .40	24 1.50	222 2.50	20 ..... .55
100 ..... .25	20 ..... .45	25 1.65	2121 1.20	30 ..... .65
150 ..... .30	22 ..... .50	26 1.80	2141 1.40	40 ..... .85
200 ..... .30	Molasses Pitchers.	27 1.90	2161 1.75	50 1.00
300 ..... .35	601 ..... .55	28 2.00	2181 2.00	Flat Skimmers.
400 ..... .40	Convex Water	29 2.15	2201 2.25	9 \$.20
500 ..... .50	Pitchers.	30 2.25	2221 2.75	10 ..... .20
600 ..... .55	401 ..... .60	31 2.35	Oval Sauce Pots.	11 ..... .25
800 ..... .65	402 ..... .65	32 2.45	2 \$2.00	12 ..... .25
1000 ..... .70	403 ..... .70	33 2.55	3 2.25	Spittoons.
Pus Pans.	404 ..... .75	34 2.65	4 2.50	200 ..... .85
1 ..... .50	405 ..... .80	35 2.75	20 2.50	300 1.10
2 ..... .55	406 1.00	36 2.85	40 2.75	Club Spittoons.
3 ..... .65	Water Pitchers.	37 2.95	Straight Sauce Pots.	100 \$1.25
30 ..... .75	5 \$1.00	38 3.05	014 ..... .50	Hotel Spittoons.
Berlin Sauce Pans.	10 1.15	39 3.15	016 ..... .65	150 \$2.50
02 ..... .55	20 1.25	40 3.25	018 ..... .70	Basting Spoons.
08 ..... .65	0 ..... .70	41 3.35	020 ..... .85	10 \$.15
04 ..... .75	1 ..... .80	42 3.45	022 1.00	12 ..... .20
05 ..... .85	2 ..... .90	43 3.55	024 1.25	14 ..... .20
06 ..... .95	3 1.05	44 3.65	026 1.50	16 ..... .20
08 1.15	4 1.20	45 3.75	028 2.00	18 ..... .25
010 1.35	6 2.00	46 3.85	030 2.25	Steamers.
012 1.65	Pitchers & Bowls.	47 3.95	032 2.50	7 \$1.15
021 ..... .65	100 \$1.55	48 4.05	80 1.25	8 1.35
031 ..... .75	200 1.75	49 4.15	100 1.50	9 1.50
041 ..... .90	Dinner Plates.	50 4.25	120 1.75	Tea Steepers.
051 1.00	19 ..... .25	51 4.35	160 2.25	2 ..... .50
061 1.15	20 ..... .30	52 4.45	200 2.75	3 ..... .55
081 1.40	21 ..... .35	53 4.55	801 1.40	Handy Strainers.
0101 1.65	Pie Plates.	54 4.65	1001 1.75	140 \$.15
0121 1.85	27 ..... .20	55 4.75	1201 2.00	Gravy Strainers.
Comb. Dbl Sauce	28 ..... .25	56 4.85	1601 2.50	2 ..... .35
Pans.	29 ..... .25	57 4.95	2001 3.00	Jelly Strainers.
1 \$1.50	30 ..... .30	58 5.05	Covered Stove Pots.	20 ..... .30
11 1.75	31 ..... .35	59 5.15	706 \$1.25	Oake Turners.
Comb. Triple Sauce	32 ..... .40	60 5.25	707 1.50	13 \$.15
Pans.	33 ..... .45	61 5.35	708 2.00	14 ..... .20
10 \$2.25	34 ..... .50	62 5.45	709 2.50	Female Urinals.
101 2.50	35 ..... .55	63 5.55	7061 1.50	1 \$2.00
Sauce Pans.	36 ..... .60	64 5.65	7071 1.75	Male Urinals.
162 ..... .55	37 ..... .65	65 5.75	7081 2.25	2 \$1.85
163 ..... .60	38 ..... .70	66 5.85	7091 2.75	
164 ..... .70	39 ..... .75	67 5.95	Soup Stock Pots.	
	40 ..... .80	68 6.05	212 \$4.50	

PIPE FITTINGS—

	1/4	1/2	3/4	1	1 1/4	1 1/2	2
Bushings, black	.04	.04	.04	.05	.06	.08	.10
Bushings, galv.	.08	.08	.08	.10	.12	.14	.18
Caps, black	.07	.07	.07	.09	.10	.12	.15
Caps, galvanized	.10	.10	.10	.12	.14	.16	.20
Couplings, black	.05	.06	.07	.10	.12	.14	.18
Couplings, galv.	.06	.08	.10	.13	.16	.18	.22
Crosses, black	.16	.24	.35	.56	.80	1.00	1.20
Crosses, galvanized	.24	.35	.53	.80	1.00	1.40	1.90
Elbows, black	.08	.10	.12	.15	.18	.22	.28
Elbows, galvanized	.08	.10	.12	.15	.18	.22	.28
45 dg. Elbows, blk	.08	.10	.12	.15	.18	.22	.28
45 dg. Elbows, galv.	.08	.10	.12	.15	.18	.22	.28
St. Elbows, black	.08	.10	.12	.15	.18	.22	.28
St. Elbows, galv.	.08	.10	.12	.15	.18	.22	.28
Floor Flanges, blk	.16	.19	.22	.28	.35	.40	.48
Lock Nuts, blk	.04	.05	.07	.10	.12	.14	.18
Lock Nuts, galv.	.05	.05	.09	.18	.25	.35	.45
Reducers, black	.08	.10	.11	.15	.24	.28	.32
Reducers, galv.	.12	.12	.16	.23	.36	.42	.53
Return Bends, blk	.22	.26	.38	.60	.75	.90	1.25
Close Ret. Bds, blk	.24	.30	.42	.65	.82	1.00	1.50
Med. Ret. Bds, blk	.26	.34	.45	.68	.90	1.15	1.85
Open Tees, black	.08	.10	.12	.15	.18	.22	.28
Open Tees, galv.	.12	.18	.22	.25	.34	.40	.50
Unions, blk	.15	.18	.20	.22	.30	.40	.55
Unions, galv.	.22	.25	.30	.35	.40	.60	.75

NIPPLES—Right Hand.

Size	2	2 1/2	3	3 1/2	4	5	6	7	8
1/2, black	.04	.06	.06	.06	.07	.08	.10	.12	.15
1/2, galv.	.06	.11	.11	.11	.12	.14	.16	.18	.22
3/4, black	.04	.06	.06	.06	.07	.08	.10	.12	.15
3/4, galv.	.06	.11	.11	.11	.12	.14	.16	.18	.22
1, black	.06	.11	.11	.11	.12	.14	.16	.18	.22
1, galv.	.06	.11	.11	.11	.12	.14	.16	.18	.22
1 1/2, black	.04	.06	.06	.06	.07	.08	.10	.12	.15
1 1/2, galv.	.06	.11	.11	.11	.12	.14	.16	.18	.22
2, black	.06	.11	.11	.11	.12	.14	.16	.18	.22
2, galv.	.08	.14	.14	.14	.14	.18	.21	.25	.32
2 1/2, black	.08	.13	.13	.13	.13	.15	.18	.23	.25
2 1/2, galv.	.11	.19	.19	.19	.19	.24	.28	.34	.38
3, black	.11	.17	.17	.17	.17	.20	.24	.29	.33
3, galv.	.17	.29	.29	.29	.29	.32	.38	.45	.52
3 1/2, black	.13	.18	.20	.20	.20	.25	.29	.36	.40
3 1/2, galv.	.21	.21	.35	.35	.35	.39	.46	.54	.60
4, black	.18	.18	.27	.27	.27	.32	.38	.50	.54
4, galv.	.27	.27	.47	.47	.47	.52	.61	.68	.75
FIXTURES—Grindstone—Auto:	01, \$1.50;	02, \$2.50;	Ball						
Bearing:	15, 75c;	17, 85c;	19, \$1.00;	21, \$1.25;	Am.				
Heavy:	17, \$1.00.	Extra Shafts,	15-inch,	25c;	17-inch				
35c.	Extra Cranks,	25c.							
FLASHLIGHTS—Ever-ready—Complete									
No. 6961 each.	..... \$ .75	No. 2619 each.	..... 1.70						
No. 6962 each.	..... 1.00	No. 2616 each.	..... 1.50						
No. 1991 each.	..... 1.50	No. 2680 each.	..... 1.25						

RETAIL SELLING PRICE—Continued.

No. 2604 each..... 1.20	No. 2688 each..... 2.40	Sizes 13-14-15-16.... .15	4 foot..... .75
No. 2631 each..... 1.50	No. 2634 each..... 2.00	Peavy..... .80	4 1/2 foot..... .80
No. 2632 each..... 1.75	No. 2659 each..... 3.00	Hickory, 2 1/4 x 4, each .75	5 foot..... .90
Kwik-lite Flashlights, Complete with Battery—		Hickory 4 1/2..... .80	5 1/2 foot..... 1.00
Fibre Tubulars.....		Hickory 2 1/2 x 4 1/2..... .85	X Strap Manure.....
No. 5220 Baby 2-cell..... \$1.00	6241 Reg. 2-cell..... 1.50	Hickory, 5..... .90	4 foot..... .80
5221 Reg. 2-cell..... 1.20	6249 Miners' 2-cell..... 2.00	Hickory 2 1/2 x 4 1/2..... 1.00	4 1/2 foot..... .85
5223 Reg. 3-cell..... 1.40	6351 Miners' 3-cell..... 2.40	Hickory, 5..... 1.05	Hoe.....
5229 Miners' 2-cell..... 1.50	Metal Vest Pocket.....	Hickory 8x5..... 1.15	Ivanhoe, 4 1/2 foot..... .50
5381 Miners' 3-cell..... 1.70	3475 2-cell (Vest)..... 1.06	Maple, 2 1/4 x 4..... .50	Mortar..... .85
Metal Tubulars.....	3577 3-cell (Vest)..... 1.20	Maple, 4 1/2..... .60	X German, 4 1/2 ft..... .70
6240 Baby 2-cell..... 1.25	3579 3-cell (Coat)..... 1.70	Maple, 2 1/2 x 4 1/2..... .65	Planter, 4 1/2 ft..... .60
Kwik-lite Seamless Cell Flashlight Batteries—		Maple, 5..... .70	Rake.....
No. 1203 2-cell Baby Tubular..... \$.30		Maple, 2 1/2 x 4 1/2..... .70	X, 6 foot..... .75
No. 1202 2-cell Reg. Tubular..... .30		Maple, 5..... .75	Long Shovel XX..... .70
No. 1301 3-cell Reg. Tubular..... .30		Maple, 3x5..... .80	Long Spade XX..... .65
No. 1204 2-cell Penlite..... .25		Pick—Drift.....	Long Maynard XX..... .70
No. 1206 2-cell Vest Pocket..... .30		No. 1, each..... .35	D Handles..... .75
No. 1207 2-cell Vest Pocket..... .30		No. 2, each..... .25	
No. 1308 3-cell Vest Pocket..... .35			
No. 1309 3-cell Coat Pocket..... .35			
FLATTEES—Blacksmith—2-in., 75c; 2 1/2-in., 90c; 3-in., \$1.20; 3 1/2-in., \$1.45; 4-in., \$2.00.			
FROES—Special—Each, 12-in., \$1.65; 14-in., \$1.75; 16-in., \$2.00. Common—Each, 12-in., \$1.25; 14-in., \$1.35; 16-in., \$1.50.			
FURNACES—(See Pots)			
GATES—Molasses—Stebbins: 2, 45c; 3, 50c; 4, 60c; 5, 65c; 6, 75c. Perforated: 1/2, 85c; 1, \$1.00; 1 1/2, \$1.25; 1 3/4, \$1.40; 2, \$1.65.			
GARBAGE CANS—(See Cans)			
GLASSES—			
Ground Level—	Proved Level—		
1 1/2..... \$.50	1 1/2..... \$.10		
2..... .60	2..... .15		
2 1/2..... .65	2 1/2..... .15		
3..... .70	3..... .15		
3 1/2..... .75	3 1/2..... .20		
Guage Glasses 40% off list.			
GLUE—Dry—Ex. Ex. White, 85c lb.; White, 70c lb.; Dark, 60c lb. Lepage's—Each, 1 oz., 10c; 1/2 gill, 15c; gill, 25c; 1/2 pint, 40c; pint, 60c; quart, \$1.00; 1/2 gal., \$1.75; gal., \$3.00. Imperial—Same as Lepage's.			
GRAPHITE—Flake per lb. 75c.			
GRINDERS—Carb. & all 1st Grade—No. 1, 4-in., \$4.00; No. 2, 5-in., \$5.50; No. 3, 6-in., \$7.50; No. 4, 7-in., \$10.50.			
GRINDSTONES—Mounted. Wood Frame, No. 1, \$8.00 each; No. 2, \$8.50 each. Angle, Steel Frame, \$8.50 each; Tabular, Steel Frame, \$9.00 each; Harvest King, Power, \$12.50 each; Loose, 4c per lb. Fixtures (See Fixtures).			
GUAGES—Butt—			
No. 98..... \$1.15	No. 71..... .55		
No. 94..... 1.35	No. 77..... 1.00		
No. 95..... 1.25	No. 90..... .50		
No. 95 1/2..... 1.00	No. 91..... .90		
Marking.....	No. 92..... 1.50		
No. 61..... .15	No. 97..... .75		
No. 64..... .35	No. 98..... 1.00		
No. 65..... .75			
GLASS GAUGES—40% off list.			
HAMMERS AND SLEDGES—			
Adze Eye, 1st Grade.....	No. 4..... .95		
10..... \$1.65	No. 3..... .90		
11..... 1.35	No. 2..... .85		
11 1/2..... 1.25	No. 1..... .80		
12..... 1.15	No. 0..... .75		
13..... 1.10	Stone Hammer.....		
Ball Pein.....	No. 710.....		
3 lb..... 1.75	3 to 4 lb., per lb..... .85		
2 1/2 lb..... 1.55	4 to 12 lb., per lb..... .25		
1 1/2 lb..... 1.35	5 to 20 lb., per lb..... .30		
1 1/4 lb..... 1.25	Striking Hammers—		
1 1/2 lb..... 1.15	Long Pat. 750.....		
1 lb..... 1.10	3 to 4 lb., per lb..... .30		
10 ounce..... .90	5 to 20 lb., per lb..... .25		
13 oz..... 1.00	B. S. Sledge.....		
7 ounce..... .85	No. 830..... .25		
5 ounce..... .85	No. 840..... .25		
2 ounce..... .80	Stone Sledge..... .25		
Riveting, 1st Grade.....	Coal Sledge..... .25		
No. 5..... 1.00			
HANDLES—			
Axe—	Hand Saw Handles—		
Single Bit, Shaved..... \$.40	Disston No. 7, each..... .85		
Single Bit, Oval..... .25	Disston No. 8..... .50		
Double Bit, Shaved..... .40	Disston No. 12..... .65		
Double Bit, Oval..... .25	Sledge—		
No. 1 Boys'..... .25	Shaved, 30-inch, each..... .85		
Chisel—	Oval, 30-inch..... .25		
Leather Tip..... .10	Plain Bent Hay—		
Hammer—A. E.....	4 1/2 foot..... .55		
1st Quality.....	5 foot..... .60		
Sizes 12-13-14..... .15	Plain Manure—		
Machine.....	4 foot..... .50		
Sizes 12-13-14..... .15	4 1/2 foot..... .55		
Hatchet—	X Strap H.....		

RETAIL SELLING PRICE—Continued.

No. 165N&SF2.			2½x2	.30	3.35	1004	1.50	1107	.80	1207	.80	
Cont.			2½x2½	.35	3.55	1005	1.80	1108	.75	1208	.75	
1½-in.	.40	\$.45	3x3	.45	4.80	1006	1.05	1109	.50	1209	.50	
2-in.	.45	.50	No. 289 SF2.				1007	.80	1110	.45	1210	.45
2½-in.	.50	.55	Pr. Ds. Pr.				1008	.75	1111	.35	1211	.35
3-in.	.60	.70	2x2	.35	\$3.55	1009	.50	1112	.30	1212	.30	
3½-in.	.70	.80	2½x2	.35	3.55	1010	.45	1113	.25	1213	.25	
4-in.	.80	.90	2½x2½	.35	3.65	1011	.35	1114	.20	1214	.20	
4½-in.	1.20	1.30	3x3	.45	4.90	1012	.30					
No. 295 F&D2.						1013	.25					
Pr. Ds. Pr.			No. 289 N.				1014	.20				
1½-in.	.25	\$2.90	Pr. Ds. Pr.				Gross lots or full packages, 50% discount from list.					
2-in.	.30	2.90	2x2	.40	\$4.60	HOOKS & EYES—Gate—						
2½-in.	.30	3.85	2½x2	.45	4.75	No. 40 1½, Dos.	.30	No. 40 5, Dos.	1.00			
3-in.	.40	4.00	2½x2½	.45	4.90	No. 40 2, Dos.	.35	No. 40 6, Dos.	1.25			
No. 295 SF2.			3x3	.55	6.00	No. 40 2½, Dos.	.40	Gross Lots 60% Off List.				
Pr. Ds. Pr.			No. 289 H.				No. 40 3, Dos.	.50	No. 1040 2½, Dos.	\$2.10		
1½-in.	.30	\$3.20	Pr. Ds. Pr.				No. 40 3½, Dos.	.60	No. 1040 3, Dos.	2.50		
2-in.	.35	3.70	2x2	.35	\$4.00	No. 40 4, Dos.	.70	No. 1040 3½, Dos.	\$3.40			
2½-in.	.35	4.00	2½x2	.40	4.25	No. 40 4½, Dos.	.85	No. 1040 4, Dos.	3.90			
3-in.	.40	4.60	2½x2½	.40	4.40	Gross Lots 40% Off List.						
No. 295 N.			3x3	.50	5.60	IRON—Bars and Sheets—Small lots common bar, 8c per lb.						
Pr. Ds. Pr.			1480 F&D2	.35	4.00	base; Angle Iron, 9c. Angle Cut Bars, 10c lb.						
1½-in.	.35	\$3.80	1480 N	.40	4.35	SHEETS—Galvanized, Full Sheets—Per lb., 10 to 16, 17c;						
2-in.	.40	4.20	1481 F&D2	.25	2.50	18 to 24, 18c; 26 to 30, 19c. Black Sheets, Full Sheets—						
2½-in.	.45	4.60	1481 SF2&N	.25	2.80	Per lb., 18 to 24, 18c; 26 to 30, 16c. For cutting sheets						
3-in.	.50	5.35	1478 F&D2	.25	2.50	add 10% to above. Corrugated—Ptd., 28 Ga., \$10.00 per						
No. 295 H.			1478 SF2&N	.25	2.80	sq.; Galv., 26 Ga., \$16.00.						
Pr. Ds. Pr.			1480 F&D2	.25	2.20	IRON—Sad. Common, 9c lb.; Mrs. Potts No. 50, \$1.75 set;						
1½-in.	.30	\$3.35	1480 SF2&N	.25	2.80	Dover No. 70, \$2.75 set.						
2-in.	.35	3.65	1475 F&D2	.20	2.20	KNIVES & FORKS—Iron Handled, \$1.25.						
2½-in.	.40	4.00	1475 SF2&N	.25	2.80	KNOBS—Maple, Base, 5c each, 80c doz.						
3-in.	.45	4.65	1474 F&D2, 1½	.25	2.40	LACING—Belt—						
No. 289 F&D2.			1474 F&D2, 2	.30	3.20	Leather						
Pr. Ds. Pr.			1474 SF2, 1½	.25	2.80	Bristol						
2x2	.80	\$3.20	1474 SF2, 2	.35	3.60	Size ¼, per ft.	.03	111, per inch	.01½			
WROUGHT BRASS BUTTS—Narrow, Middle & Broad Add						Size 5-16 per ft.	.08	112, per inch	.02			
35% to List.						Size ¾, per ft.	.04	113, per inch	.02½			
HODS—Coal—						Size 1, per ft.	.05	114, per inch	.03			
Open Japan						Size 1½, per ft.	.06					
15	.50					Size 2, per ft.	.08					
16	.70											
17	.70											
18	.75											
20	.90											
HOOKS—Bright.						LADDERS—Extension, per ft., 80c; Step, common, per ft.,						
No.	Dos.	No.	Dos.	No.	Dos.	20c; best, per ft., 50c.						
0	.85	104	.45	104	.45	LANTERN GLOBES—						
1	.75	105	.85	105	.85	No. 0.....	.20	No. 2 C. B. Ruby	.50			
2	.65	106	.25	106	.25	No. 0 Ruby.....	.45	No. 2 Ruby Short	.50			
3	.55	107	.20	107	.20	No. 2 C. B.....	.20	Dietz Jr.	.20			
4	.45	108	.15	108	.15	No. 2 O. B. Short	.20	39 R. R.	.25			
5	.35	109	.15	109	.15	LANTERNS—No. 0, \$1.00; No. 1 C. B., \$1.25; No. 2 C. B.,						
6	.25	110	.15	110	.15	\$1.50; N. S., \$1.50. Ruby Globes for No. 0, 25c.						
7	.20	111	.15	111	.15	LEAD—White—12½-lb. keg, \$2.15; 25-lb. keg, \$4.25; 50-lb.						
8	.15	112	.10	112	.10	keg, \$8.25; 100-lb. keg, \$16.00.						
9	.15	113	.10	113	.10	LETTERS—Steel—						
10	.15	114	.10	114	.10			Each	Set	Each	Set	
11	.10					¼.....	.25	\$ 3.75	¾.....	.15	2.75	
12	.10					½.....	.40	6.00	8-16.....	.15	3.25	
13	.10					¾.....	.60	10.50				
14	.10					LEVELS—						
Gross—60% Discount from List.						No. 0.....	\$1.25	No. 103.....	.75			
Brass No. 1412—						No. 5.....	2.25	No. 86—12-inch.....	\$2.00			
¾	.20	1½, 2 for 5c.	.85	1½, 2 for 5c.	.85	No. 10.....	2.75	No. 86—18-inch.....	2.50			
½	.20	1½, 2 for 5c.	.40	1½, 2 for 15c.	.75	No. 15.....	2.75	No. 86—24-inch.....	2.85			
¾, 2 for 5c.	.30	1½, 2 for 15c.	.75	2, 2 for 15c.	.85	No. 25.....	3.00	No. 87—12-inch.....	3.00			
1, 2 for 5c.	.80	2, 2 for 15c.	.85			No. 80.....	2.25	No. 87—18-inch.....	3.50			
Brass Cup No. 181—						No. 90.....	3.50	No. 87—24-inch.....	4.00			
¾	.20	1, 2 for 5c.	.80			No. 98.....	3.50	No. 84.....	1.85			
½	.20	1, 2 for 5c.	.80			No. 95.....	5.50	No. 4524.....	4.00			
¾, 2 for 5c.	.30					No. 96.....	7.00	No. 4424.....	5.50			
1, 2 for 5c.	.80					LIFTS—Sash—Large Bar, \$1.25 doz.; Small Bar, \$1.10 doz.;						
SCREW EYES—Bright						Hook, 40c doz.						
No.	Dos.	No.	Dos.	No.	Dos.	LINE—Clothes—No. 9 Wire, length 50, 50c each; 75, 60c;						
000	\$1.70	104	.30	204	.80	100, 75c. Twisted, 50, 80c; 75, 85c; 100, 40c.						
00	1.25	105	.25	205	.25	LOCKS—Rim—Steel, 75c set; Cast, 60c set.						
0	.70	106	.20	206	.20	OAR LOCKS—2-in., per pair 40c; 2½-in., per pair 60c;						
1	.55	107	.15	207	.15	2½-in., per pair, 70c.						
2	.50	108	.15	208	.15	MATS—Reg. Cocoa—						
3	.40	109	.15	209	.15	Door 14x24.....	.90	Door 22x36.....	2.00			
4	.30	110	.10	210	.10	Door 16x27.....	1.25	Medium, 16x27.....	1.50			
5	.25	111	.10	211	.10	Door 18x30.....	1.40	Medium, 18x30.....	2.25			
6	.20	112	.10	212	.10	Door 20x33.....	1.85	MATTOCKS—Handles Extra—				
7	.15	113	.05	213	.05			Pick.....	\$1.50	6-lb. long or short ctr	1.50	
8	.15	114	.05	214	.05			5-lb. long or short ctr	1.40	Grub Hoes, No. 2...	1.25	
9	.15			215	.05	MAULS—Handles Extra—Post, cast, 7c lb.; R. R. Track,						
10	.10					920, 25c; Woodchoppers, 960, 25c; Woodchoppers, 960A,						
11	.10					25c. Dble Face (see Hammers).						
12	.10					MILLS—Cider—						
13	.05					Junior.....	\$22.50	Senior.....	\$36.00			
14	.05					Medium.....	28.00	Force Feed.....	15.50			
Gross lots or full packages, 60% discount from list.						MOP STICKS—No. 7, 25c each; No. 18, 25c each; No. 70						
Brass—						or Janitor's, 65c each.						
No.	Dos.	No.	Dos.	No.	Dos.	MOPS—Slasher						
1001	\$2.85	1104	\$1.50	1204	\$1.50	15 oz., each.....	.75	15 oz., each.....	.75			
1002	2.40	1105	1.30	1205	1.80	18 oz., each.....	.85	18 oz., each.....	.85			
1003	1.85	1106	1.05	1206	1.05	21 oz., each.....	1.00	21 oz., each.....	1.00			

RETAIL SELLING PRICE—Continued.

MOWERS—Great American—15-in., \$16.00; 17-in., \$18.00; 19-in., \$20.00; 21-in., \$22.00. Common—12-in., \$5.00; 14-in., \$5.25; 16-in., \$5.50.

NAILS—Base per keg, \$5.50—50 to 99 lbs. add 50c per 100 lbs to keg price.

1 to 50 lbs.	
Fine Blue 2&3.....	.08
Fine Bright.....	.08
Common 2&3d.....	.08
Common 4&5d.....	.08
Common 6&7d.....	.07
Common 8 to 60d.....	.07
Casing 2&3d.....	.08
Casing 4&5d.....	.08
Casing 6 to 20d.....	.08
Finishing 2&3d.....	.10
Finishing 4&5d.....	.08
Finishing 6 to 20d.....	.08
Smooth Box 4 to 6d.....	.08
Smooth Box 8 to 20d.....	.08
Barb Box 4 to 5d.....	.08
Barb Box 6.....	.08
Barb Box 8 to 20d.....	.08
Barb Roof ¾ to 1.....	.10
Barb Roof 1 to 1½.....	.10
Plaster Board.....	.10
C. C. Box.....	.10

NETTING—Poultry—

No. 19, 2-in. Mesh		No. 20, 1-in. Mesh	
12 inches.....	\$1.50	12 inches.....	\$ 8.00
18 inches.....	2.25	18 inches.....	4.50
24 inches.....	3.00	24 inches.....	6.00
30 inches.....	3.75	30 inches.....	7.50
36 inches.....	4.50	36 inches.....	9.00
48 inches.....	6.00	48 inches.....	12.00
60 inches.....	7.50	60 inches.....	15.00
72 inches.....	9.00	72 inches.....	18.00

Cut Lengths—	
1-inch Mesh, per square foot.....	.08
2-inch Mesh, 1 to 50 ft., per square foot.....	.02
2-inch Mesh, 50 ft. or more, per square foot.....	.01½
Union Lock—Light	
24 in.....	\$3.50
36 in.....	4.50

NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25; 14-in., \$2.75.

NUTS—Hot Pressed—

Blank		Threaded	
¼ inch.....	.25	¼ inch.....	.27
5-16 inch.....	.23	5-16 inch.....	.25
¾ inch.....	.20	¾ inch.....	.22
7-16 inch.....	.19	7-16 inch.....	.21
¾ inch.....	.17	¾ inch.....	.19
9-16 inch.....	.17	¾ inch.....	.18
¾ inch.....	.16	¾ inch.....	.18
¾ inch.....	.16	¾ inch.....	.17
¾ inch.....	.15	1 inch.....	.17
1 inch.....	.15		

OAKUM—Plumbers, 160 lb.; Navy, 25c.

OIL—Boiled Linseed, \$1.60 gal.

OILERS—Chase's Zinc—

00		5	
0.....	.10	13A.....	.25
1.....	.15	14.....	.30
1½.....	.15	14B.....	.35
2.....	.20	15A.....	.40
3.....	.25	16.....	.40
4.....	.30		

Cannon Pump—

Brass		Tin	
No. 11.....	\$1.65	No. 1.....	\$1.00
No. 12.....	1.75	No. 2.....	1.15
No. 13.....	2.00	No. 3.....	1.35
Felloe—			
No. 3.....	\$1.85	No. 5.....	\$1.75
No. 4.....	1.50	No. 6.....	2.00

OUTFITS—Cobblers—Eclipse, each, \$1.00; Family, \$1.75. Home, No. 1, \$2.00; No. 2, \$1.50. Lasts and Stands, No. 15, cast, 90c; No. 15, extra heavy, \$1.85; No. 24, malleable, \$2.25.

PACKING—Sheet Rubber—Standard, 20c lb.; Rainbow, 90c; Italian Hemp, Common, 40c; Square Flax, braided, 50c; Piston Spiral Steam, High Pressure, \$2.25; Steam or Water, Low Pressure, \$1.25.

PANS—Acme Frying—

No. 00, each.....		No. 4, each.....	
No. 0, each.....	.25	No. 5, each.....	.45
No. 1, each.....	.30	No. 6, each.....	.50
No. 2, each.....	.35	No. 7, each.....	.60
No. 3, each.....	.35		

PAPER—Building—

P & B		Imitation P & B	
No. 1—500.....	\$2.00	No. 1—500.....	\$1.80
No. 1—1000.....	3.90	No. 1—1000.....	3.40
No. 2—500.....	2.95	No. 2—500.....	2.55
No. 2—1000.....	5.75	No. 2—1000.....	4.95
No. 3—500.....	4.00	No. 3—500.....	3.60
No. 3—1000.....	7.70	No. 3—1000.....	6.75

Rad Resin—

17 lb.....	\$1.15	25 lb.....	\$1.65
20 lb.....	1.40	30 lb.....	1.90

Sandpaper—

No. 00-0 ½-1, quire.....	.60	No. 2-2 ½, quire.....	.75
No. 1 ½, quire.....	.65	No. 3, quire.....	.85
Less Quantities, 3 for 10c			

PEAVIES—

	Maple	Hickory	Maple	Hickory
2 ¼ x 4.....	\$2.10	\$2.35	\$2.50	\$2.70
4 ½.....	2.25	2.50	2.60	2.85
2 ¼ x 4 ½.....	2.35	2.65	2.65	2.85
5.....	2.50	2.85	2.75	3.10
2 ¼ x 4 ½.....	2.75	2.95	3.00	3.25
5.....	2.85	3.00	3.10	3.35
8x5.....	3.00	3.25	3.50	3.60

PICKS—Drifting—Each, 3-lb., \$1.00; 4-lb., \$1.15; 4 ½-lb., \$1.25; 5-lb., \$1.40. Railroad—5-lb., \$1.25; 6-lb., \$1.35; 7-lb., \$1.50; 8-lb., \$1.75. Contractors—6 ½-lb., \$1.65; 8-lb., \$1.65.

PINS—Escutcheon—Small lots, 15c oz.; large lots, 40% over List.

PIPE—Stove.

	Com.	Pol.	Plan.	Tee Com.	Tee Pol.	Tee Plan.
3.....	.30	.45				
4.....	.30	.45				
5.....	.30	.50				
6.....	.35	.50				
7.....	.35	.65				
7-6 or 6-7.....					.45	.55
6-5 or 5-6.....					.40	.50

PIPE—Standard Blk.

	Galvanized
¼ Full Length.....	\$ 6.20
½ Full Length.....	6.80
¾ Full Length.....	6.55
¾ Full Length.....	8.65
¾ Full Length.....	10.75
1 Full Length.....	15.85
1 ¼ Full Length.....	21.40
1 ½ Full Length.....	25.60
2 Full Length.....	34.45
2 ½ Full Length.....	57.95
3 Full Length.....	75.85
3 ½ Full Length.....	100.70
4 Full Length.....	119.20

Cut Length, 10% extra.

Pipe Conductor—Corrugated

2 inch, per ft.....	\$.13½	4 inch, per ft.....	.19
3 inch, per ft.....	.15	5 inch, per ft.....	.24

PITCH—Asphaltum—5-lb. can, 35c; 10-lb. can., 65c; 25-lb. can, \$1.00.

PLANES—

1.....	\$2.10	23.....	\$2.00	72.....	3.00	130.....	1.15
2.....	2.65	24.....	2.00	72 ½.....	4.65	131.....	2.00
3.....	2.75	25.....	1.90	74.....	7.00	140.....	2.00
4.....	3.00	26.....	2.35	75.....	.60	146.....	3.00
4 ½.....	8.50	27.....	2.50	78.....	2.25	147.....	3.00
5.....	8.50	27 ½.....	2.50			148.....	3.00
½.....	4.00	28.....	2.65	SORAPERS—			
6.....	4.50	29.....	2.75	80.....	1.25	181.....	1.75
7.....	5.00	30.....	3.00	81.....	2.00	182.....	1.75
8.....	6.00	31.....	3.25	82.....	1.50	190.....	1.85
9 ½.....	1.50	32.....	3.35	83.....	1.50	191.....	1.85
9 ¾.....	1.75	33.....	3.35			192.....	1.85
10.....	4.35	34.....	3.50	PLANES—			
10 ½.....	3.50	35.....	2.50	85.....	8.50	289.....	2.75
11.....	3.00	36.....	2.75	87.....	2.75	340.....	2.25
11 ½.....	4.25	37.....	2.85	90.....	2.75	444.....	7.50
12.....	3.35	39.....	2.25	92.....	2.75	602.....	3.00
12 ½.....	4.50	40.....	1.65	93.....	3.85	603.....	3.25
13.....	4.25	40 ½.....	2.00	94.....	3.85	604.....	3.50
15.....	1.50	45.....	9.50	97.....	3.00	604 ½.....	4.00
15 ½.....	1.90	46.....	7.50	98.....	1.40	605.....	4.00
16.....	1.65	47.....	5.50	99.....	1.40	805 ½.....	4.25
17.....	1.85	48.....	3.75	100.....	.40	606.....	5.00
18.....	1.75	49.....	3.75	101.....	.85	607.....	5.75
19.....	1.85	50.....	6.00	102.....	.60	608.....	6.75
20.....	5.65	55.....	17.50			Stanley	Stanley
20 ½.....	5.00	57.....	5.50			Single	Double
21.....	2.00	60.....	1.65	1 ¼.....	.85		.55
22.....	2.00	60 ½.....	1.50	1 ½.....	.40		.60
61.....	1.50	103.....	.75	1 ¾.....	.40		.65
62.....	3.85	104.....	2.85	2.....	.45		.70
65.....	1.90	105.....	8.25	2 ½.....	.50		.75
65 ½.....	1.65	110.....	.85	2 ¾.....	.50		.80
71.....	2.85	113.....	4.25	2 ¾.....	.55		.85
71 ½.....	3.25	120.....	1.10	2 ¾.....	.55		.85
Stanley 100.....	101.....						
Stanley 102.....	103.....						
Stanley 110.....	130.....						
Stanley 122.....	220.....						
Stanley 140.....							
Stanley 10 & 10 ½.....	Single						
Stanley 10 & 10 ½.....	Double						
Stanley 12 & 11 ½.....							
Stanley 12 & 11 ½.....	Toothing						
Stanley 9 ¼ & 9.....							
Stanley 15, 16, 17, 18, 19.....							
Stanley 60 & 65.....							

PLIERS—

No. 102 Bernard's.....	\$1.35	Klein's Side Cutting.....	\$1.75
4 ½.....		5.....	

RETAIL SELLING PRICE—Continued.

5 1/2	1.60	6	2.00	61	.25	480	1.00	804	.50	
6 1/2	2.00	7	2.25					805	.60	
7 1/2	2.25	8	2.50	Alminoid Zig Zag—				806	.70	
PLUGS—Spark—\$1.00 each.				4-foot		1.25		808	.85	
POLISH—				5-foot		1.50		853	.40	
Brilliantshine or Rex—				6-foot		1.75		854	.50	
—Liquid Veneer—								855	.65	
1/2 Pint	.20	4 ounces	.25					856	.75	
Pints	.35	12 ounces	.50	REGISTERS—				858	.90	
Quarts	.60	Quarts	1.00	Jap 6x8	\$1.55	White 6x8	\$1.85			
1/2 Gallon	1.00	Gallon	3.00	Jap 8x10	1.65	White 8x10	2.00			
Gallon	1.50			Jap 10x12	2.40	White 10x12	2.90			
POTS—				Jap 10x14	3.15	White 10x14	3.80			
Gasoline Fire—				Jap 12x14	4.85	White 12x14	5.25			
21	\$ 8.60	8 Quart	1.10	REGISTER FACES—						
71	12.20	10 Quart	1.35	Jap 6x8	\$1.00	White 6x8	\$1.30			
72	9.35	12 Quart	1.50	Jap 8x10	1.10	White 8x10	1.45			
5	9.30	16 Quart	1.75	Jap 10x12	1.70	White 10x12	2.20			
Watering Galvanized				Jap 10x14	2.20	White 10x14	2.85			
4 Quart	.85	4 Quart	.53	Jap 12x14	2.80	White 12x14	3.65			
6 Quart	1.00	6 Quart	.65	DISSTON SAWS—						
		8 Quart	.85	No.	18-in.	20-in.	22-in.	24-in.	26-in.	
		10 Quart	1.00						28-in.	
Watering Ptd.—1 qt., 30c; 2 qt., 35c; 3 qt., 50c.				7	\$1.90	\$2.25	\$2.50	\$2.65	\$2.85	
PULLERS—Nail—				D-8 & 1874	2.35	2.50	2.60	2.85	3.00	
Rex, \$1.35 each; Red Devil, or Morrills \$2.00 each.				16	2.35	2.50	2.60	2.70	2.85	
PUMPS—P. S.—1, \$2.90; 2, \$3.25; 3, \$3.65; 4, \$4.00.				12	2.70	2.85	3.05	3.50	3.70	
PULLEYS—Frame—No. 4 Ottumwa, per doz., 60c; No. 5, 60c; No. 9, 60c; No. 109, 60c.				112	2.80	2.95	3.20	3.25	3.60	
PUTTY—Per lb., 10c.				D-21 & 22	2.50	2.65	2.85	3.05	3.25	
RIVETS—				D-20 & 23			2.85	3.05	3.25	
Iron Carriage—Round or Flat Head, per lb., 25c				D-100	2.50	2.65	2.85	3.05	3.25	
Tinners—				120	3.15	3.25	3.40	3.60	3.75	
8 to 12 oz., per C. . . . \$.05				D-115 & 15	3.80	3.90	4.05	4.20	4.40	
1 1/2 to 2 lb., per C.10				SAWS—One Man—						
2 1/2 to 4 lb., per C.15										
Copper Brake Band—				8 1/2 ft.	\$3.35	\$3.25	6 ft.	\$9.60	5 1/2	\$5.75
No. 6 to 8				4	3.85	3.50	6 1/2	10.80	6	6.50
Copper Rivets and Burrs—				4 1/2	4.80	4.00	7	12.00	6 1/2	7.80
No. 8 1/2 lb. pa.45				5	4.80	4.50	7 1/2	13.25	7	8.15
No. 10 1/2 lb. pa.45										9.50
No. 12 1/2 lb. pa.50				Atkins No. 400 and 401—						
Copper Rivets Only—				28 in.	\$3.35		22 in.	4.85		
No. 8 1 lb.80				26 in.	5.50		20 in.	4.40		
Copper Burrs Only—				24 in.	5.20		18 in.	4.15		
No. 8 and 9				Atkins No. 68 and 69—						
Copper and Burrs—				28 in.	\$3.60		22 in.	2.70		
No. 8 & 10 1/2 lb. pa. .45				26 in.	3.15		20 in.	2.50		
Rivets and Burrs California Tire—1/4 and 5-16, per lb., 30c				24 in.	2.90		18 in.	2.20		
ROOFING—Standard—1/4 ply square, \$1.75; 1 ply square, \$2.00; 2 ply square, \$2.50; 3 ply square, \$3.00.				Atkins No. 53-51 and 65—						
ROPE—Manila—3-16 & 1/4 lots under 200 ft.; 5-16 to 1/2 lots under 100 ft.; 1/2 to 1-in. lots under 50 ft. All to be sold by measure.				28 in.	\$3.30		22 in.	2.60		
				26 in.	2.90		20 in.	2.40		
				24 in.	2.75		18 in.	2.10		
				Atkins No. 64—						
				28 in.	\$4.00		22 in.	3.00		
				26 in.	3.50		20 in.	2.70		
				24 in.	3.80		18 in.	2.40		
				Atkins No. 66 and 67—						
				28 in.	\$3.60		22 in.	2.65		
				26 in.	3.15		20 in.	2.50		
				24 in.	2.90		18 in.	2.20		
				Atkins No. 70—						
				28 in.	\$2.85		22 in.	2.10		
				26 in.	2.40		20 in.	1.95		
				24 in.	2.20		18 in.	1.75		
				Simonds Felling same price as Royal Chinook C. C.						
				Hand—						
				Simonds No. 5, 30.	\$4.75		No. D20, 28 in.	8.50		
				28 inch	4.25		Disston 26 in.	3.25		
				No. 12, 26 inch	3.85		Back 12 in.	2.25		
				Disston 24 in.	3.50		Back 14 in.	2.50		
				No. 69, 22 in.	3.00		Back 18 in.	2.75		
				Atkins 20 in.	2.65		Back 20 in.	3.00		
				No. 8, 30 in.	3.75		Back 22 in.	3.25		
				Simonds 28 in.	3.50		Compass No. 2, 10 in.	.60		
				No. D8, 26 in.	3.00		12 in.	.65		
				Disston 24 in.	2.85		14 in.	.70		
				No. 51, 22 in.	2.75		16 in.	.75		
				Atkins 20 in.	2.50		Butcher No. 10, 16 in.	1.25		
				No. D100 Disston 26.	3.25		18 in.	1.35		
				No. 10, 28 in.	3.25		20 in.	1.50		
				Simonds 26 in.	2.75		22 in.	1.65		
				No. 7, 24 in.	2.65		Kitchen No. 2, 12 in.	.45		
				Disston 22 in.	2.50		14 in.	.50		
				Disston 20 in.	2.25		16 in.	.55		
				Disston 18 in.	1.90		Mitre 24 in.	3.50		
				Disston 16 in.	1.80		26 in.	3.75		
				Nos. 4 or 120, 28 in.	4.25		28 in.	4.25		
				Disston 26 in.	4.00		30 in.	4.50		
				No. 112, 28 in.	3.50		Nest Complete No. 8.	1.50		
				Disston 26 in.	3.25					
				SAW CLAMPS—Stearns—3, \$1.50; 0, \$1.00; 200, \$1.40.						
				Went—2, \$2.25; No. 10, \$1.50; N33, \$1.75; No. 11 with guide, \$3.25.						
				SAW SETS—						
				201 G. & P.	\$1.00		Col.	1.10		
				Spec. Morrill.	1.10		7 Taintor.	1.10		
				105 Morrill.	.60		28 Triumph.	1.25		
				1 Morrill.	1.00		Hammer	.75		
				10	1.00		Lever	.25		
				77	.60					

RETAIL SELLING PRICES—Continued

X Out—		Morine No. 2..... 1.90		SHEATHING (See Paper)			
Baker No. 3..... 2.25		Morine No. 2½..... 2.50		SHIELDS—			
Morrill No. 3..... 1.25				Diamond—Expansion		¾, each..... .20	
SAW TOOLS—				3-16, each..... .05		Diamond—Lead	
Clipper Outfit..... \$.75		Setting Tool Diaston—		¼, each..... .06		¾ x ¾, each..... \$.04	
Morrill's Raker Gauge—		No. 100..... .65		5-16, each..... .07		3-16 x ¾ each..... .04	
No. 1..... .90		No. 4 Setting Blocks—		¾, each..... .08		3-16 x 1 each..... .04	
No. 6..... 1.20		Morin..... .90		¾, each..... .12		¾ x ¾ each..... .06	
No. 9..... 1.85		Swages No. 0 Disat..... 4.50		¾, each..... .15		5-16 x 1 each..... .07	
Atkins Raker Swage..... .40		Swages, Whittings..... .75		SHINGLES—Tin, 5x7, \$2.50.			
5-M Tooth Gauge..... .15		Atkins Rex..... 1.00		SHOVELS—			
Jointers Pikes Perf..... .60		Atkins Excelsior..... .75		Chester..... \$1.50		Stuart..... 2.00	
Jointers No. 7 Sterns..... .65				Piqua..... 1.75		Holley..... 2.00	
SCOOPS—Common Hollow Back—				Tremont..... 1.75		Hartford..... 2.00	
No. Price No. Price		No. Price No. Price		Nor. King..... 1.75		Gen. Maynard..... 2.25	
2 \$1.75 5 \$2.00		8 \$2.30 10 \$2.40		Sterling..... 1.85		Maynard Pat..... 2.25	
3 1.85 6 2.15		9 2.85 12 2.00		SHOVELS—Chester, \$1.50; Piqua, \$1.75; Tremont, \$1.75;			
4 1.90 7 2.25		Potato No. 1..... 2.00		Nor. King, \$1.75; Sterling, \$1.85; Stuart, \$2.00; Holley,			
SCREEN (See Cloth)				\$2.00; Hartford, \$2.00; Gen. Maynard, \$2.25; Maynard			
SCREWS—				Pat. \$2.25.			
Iron Bench—				SHOT—Drop—20c lb.; Buck, 20c; Chilled, 20c; Air Rifle,			
¾..... \$1.00		1¼..... 1.40		1-lb. bags, 20c; Tubes, ¼ lb., 10c; 2 for 15c.			
1..... 1.10		1½..... 2.00		SHOES—Horse—Light, extra light or snow. All sizes, 10c lb.			
1½..... 1.25				Mule—No. 00 & 0, 12c lb.; 1, 1½c; 2 & larger, 11c.			
Wood Hand—				ASSES' SKIN—25, 45c; 50c, 65c; 75, 85c; 100, \$1.00.			
6 inch..... \$.45		14 inch..... 1.10		SMOOTH-ON—60c lb.			
8 inch..... .65		16 inch..... 1.85		SNIPS—			
10 inch..... .85		18 inch..... 1.00		Straight 7..... \$2.75		Straight 100..... 2.00	
12 inch..... .95		20 inch..... 1.70		Straight 8..... 2.20		Circular 6 ½ CB..... \$4.75	
Jorgensen—				Straight 9..... 2.10		Circular 7 CB..... 3.85	
No. 0..... \$1.15		No. 8..... 1.65		Straight 10..... 1.85		Circular 8 CB..... 3.25	
No. 1..... 1.25		No. 4..... 2.00		Straight 11..... 1.50		Circular 9 CB..... 2.75	
No. 2..... 1.50		No. 5..... 2.50		Straight 12..... 1.20		Circular 10 CB..... 2.50	
SCREWS—Wood—				Straight 13..... 3.00		Circular 11 CB..... 2.50	
Contr. Full pkg.				Straight 14..... 2.25		Circular 12 CB..... 1.85	
FH Brt..... .50%		30c Dozen to 6.00 List		SOLDER—¼ x ¼, 50c lb.			
FH Bl..... .45%		85c Dozen to 7.00 List		SPRAY PUMPS—Faultless, Tin, each, 60c; Barnes No. 254,			
RH Bl..... .45%		Contractor's		\$4.50; Barnes No. 276, \$7.00.			
RH Nic..... .40%		Lag..... 10% off		STEEL SQUARES—Nichols—			
FH Gal..... .85%		Cap-V thread..... 20% off		Framing, N.P. 100A..... \$4.00		Oxidized Cop. 100A..... 3.00	
FH Brs..... .20%		Cap SAE..... 10% off		Framing, N.P. 100..... 8.75		Oxidized Cop. 100..... 2.75	
RH Brs..... .20%		Set- Small..... 20% off		Framing, Pol. 100A..... 2.50		Royal Cop. 100A..... 3.00	
Flat Hd. Brt.—Small Quant.				Framing, Pol. 100..... 2.25		Royal Cop. 100..... 2.75	
5c Dozen to \$1.00 List		Lag..... Plus 10%		Standard Makes—Eagle, Sargent, R. & E., Etc.—			
10c Dozen to 2.00 List		Cap-V thread..... List		No. 100 Polished..... \$2.25		No. 14 Polished..... 1.50	
15c Dozen to 3.00 List		Cap SAE..... List		No. 100 Blued..... 2.50		No. 3 Polished..... 1.75	
20c Dozen to 4.00 List		Set- Small..... List		Add 75c for Take-Down Squares to above price.			
25c Dozen to 5.00 List		Set- Large..... Plus 10%		Goodell's No. 66 12 inch Combination Square..... \$1.25			
Machine Screws—Full Pkgs. or Dozen Lots—				Starrett's No. 28 12 inch Combination Square..... 1.50			
Iron—Graduated from List Prices for small sizes to 20%				SQUARES—Try—			
discount on largest sizes.				No. 20—3 inch..... \$.85		No. 20—9 inch..... .75	
Brass—Graduated from 25% above List Price for small				No. 20—4½ inch..... .40		No. 20—10 inch..... .85	
sizes to 10% above List on largest sizes.				No. 20—6 inch..... .50		No. 20—12 inch..... 1.00	
Nuts for Machine Screws—Iron, add 20% to List Price				No. 20—7½ inch..... .60			
Brass, 40% to List Price				STAPLES—Netting—Galv., 15c lb.; Barbed Wire, 7c lb.			
SCREW DRIVERS—Yankee—80, \$2.00; 81, \$2.75; 85,				STARRETT'S TOOLS—"Shop" or "Retail"—			
\$1.50; 180, \$2.25; 181, \$2.90.				Micrometers, 40% above list.			
POINTS & CHUCKS—				Calliper Rules, 40% above list.			
For 30 and 31..... \$.75		8-inch..... .95		Thickness Gauges, 40% above list.			
For 85..... .50		10-inch..... 1.10		Steel Tables, 40% above list.			
Nos. 11 and 15, 2-in..... .55		No. 75..... 8.25		All other items, 25% above list.			
8-inch..... .60		No. 60..... 1.00		G. & P. GOODS—Hack Saw Frames—			
4-inch..... .65		No. 80..... .85		69, \$1.75 69B, \$1.50 247, \$2.00 5, \$.50 14, \$2.00			
5-inch..... .75		No. 81..... .95		STEEL—Mild, base, 8c; Tool, 20c; Drill—Com., 18c.			
6-inch..... .85							
Hay Forks.				STEEL GOODS—			
84½B..... \$1.25		Jr. Header Forks.		Stone Forks.		Warren.	
85B..... 1.25		J0134..... \$1.35		99R..... \$2.25		Hoes.	
084..... 1.25		J0134½..... 1.40		Coke Forks.		W7..... \$1.00	
084½..... 1.25		J0185..... 1.40		710..... \$2.50		Smith's Hoes.	
084B..... 1.25		Header Forks.		712..... 2.75		50A..... .90	
084½B..... 1.25		R0144½..... \$1.50		714..... 8.00		Nursery.	
085B..... 1.25		R0154..... 1.65		Shavings Forks.		NO7..... .85	
044½B..... 1.35		R0154½..... 1.65		306L..... \$2.10		German.	
045B..... 1.50		R0155..... 1.65		Fish Forks.		GE2-O..... .85	
004½..... 1.25		Alfalfa Forks.		IF..... .75		Planter's Eye.	
005..... 1.50		A0134½..... \$1.50		Stone.		AE3..... .60	
Barley Forks.		Ensilage Forks.		HH4..... \$1.50		AE5..... .65	
B0185..... \$1.85		508..... \$2.00		99R..... 2.25		Mortar.	
B0505..... 2.25		Chaff Forks.		Potato Hooks.		9..... \$1.15	
Manure Forks.		C1717L..... \$2.75		4BHPM..... \$1.10		S10..... 1.25	
44½..... \$1.25		Spading Forks.		4BHD..... 1.10		M210..... 1.85	
044½..... \$1.25		OL4..... \$1.50		5GNR..... 1.15		M29..... 1.25	
4D..... 1.35		OLD..... \$1.50		6GNR..... 1.25		Invincible.	
4D..... 1.50		OL4X..... 1.85		5CP..... 1.35		1905..... \$1.10	
44½X..... 1.10		OLDX..... 1.40		5MP..... .60		Rakes—Bow.	
4DX..... 1.25		05H4..... 2.00		Hoedown..... \$1.65		B11..... \$1.00	
054½..... 1.65		05HD..... 2.00		Hoes—Planter Eye.		B13..... 1.15	
05D..... 1.75		Potato Forks.		SES..... .75		B15..... 1.25	
064½..... 1.90		P064..... \$1.60		Scuffle.		10C..... .75	
06D..... 2.00		P06D..... 1.65		FFD..... .65		12C..... .85	
Header Forks.		Sluice Forks.		XGS..... .90		14C..... .90	
08144..... 1.50		208..... \$2.25		BS..... 1.15		16C..... .90	
08144½..... 1.50		210..... 2.50		AI..... .90			
08154½..... 1.40		212..... 2.75		Garden Hoes.			
08155..... 1.50				G78X..... .75			
						SB12..... .85	
						SB14..... .90	
						SB16..... 1.00	
						Malleable Rakes.	
						12BCM..... .50	
						14BCM..... .60	
						Lawn Rakes.	
						24..... .75	
						Wood..... .50	
						Asphalt.	
						914..... \$2.25	
						Turf.	
						Edger..... \$1.00	
						Dandelion.	
						Spuds..... .25	
						Dock Cutter..... \$1.25	
						Floral Sets.	
						1..... .45	
						2..... .50	
						3PF..... 1.65	
						4PSF..... 2.50	
						Floral Shovels.	
						FSD..... .65	
						Floral Hoes.	
						TY4..... .55	
						Floral Rakes.	
						GR6..... .85	
						Clam Rakes.	
						112Q..... \$2.60	

RETAIL SELLING PRICES—Continued

STONES—CARBORUNDUM—

No. 76.....	\$.25
No. 107.....	1.15
No. 108.....	1.50
No. 109.....	1.00
No. 110.....	1.25
No. 111.....	.75
No. 112.....	.60
No. 113.....	.60
No. 115.....	\$1.25
No. 116.....	1.25
No. 117.....	1.25
No. 118.....	1.00
No. 119.....	1.00
No. 120.....	1.00
No. 121.....	.75
No. 122.....	.75

STOVES—Common Air-Tights—

No. 16 Unlined.....	\$2.25
No. 18 Unlined.....	8.00
No. 20 Lined.....	4.00

STOCKS & DIES—

Green River List plus 25%	
Little Giant, List plus 25%	
Armstrong No. 1 pipe.....	\$5.85
No. 2.....	7.80
No. 2 1/2.....	8.50
No. 3, 1 1/4 to 2.....	18.00
No. 3, 1 to 2.....	15.60
Dies—Solid pipe only 40% off.	
20% off. Solid Pipe Dies only 85% off.	
Common No. 1 pipe.....	\$7.75
No. 2.....	9.90
Stocks Only—	
Common No. 1 pipe.....	2.50
No. 2.....	4.25
Armstrong No. 2.....	8.50
No. 3.....	5.3a

STOP AND WASTE—

Rough Brass, Iron Pipe Threads No. 10 T-Handle or No. 20 Lever Handle—	
1/2 inch.....	\$1.25
3/4 inch.....	1.75
No. 30 High Grade "Cap" Pattern T or Lever Handle—	
Rough Brass, Iron Pipe Threads	
1/2 inch.....	\$1.50
3/4 inch.....	2.10
1 inch.....	2.50
1 1/4 inch.....	3.75

STRIP—Weather—Rubber, 1/4-in. 3c per ft; 3/4-in. 4c ft.

No. in.	Price	No. in.	Price
1	\$1.50	2	\$2.75

SWEETENERS—Carpet—

Universal.....	\$3.75
Grand Rap. Jap.....	4.00
Grand Rap. N. P.....	4.50

TAPS—Machine Hand—

1-16 to 15-64.....	30%
1/4 to 1.....	30%
1-16 to 2.....	20%
Left Hnd Dbl list plus 20%	
Machine Screw—	
1 1/4 to 12.....	35%
14 to 24.....	35%
Machine Nut—	
8-16 to 1.....	30%
1-16 to 2.....	20%
Stove Bolt—	
3-16.....	30%
1/4 to 1/2.....	25%
Pipe—	
1/4 to 1.....	55%
1 1/4 to 2.....	50%
2 1/4.....	List

TACKS—Bulk—

Wire 8 ounce, per lb.....	\$.85
Wire 4 ounce and larger, per lb.....	.85
Blue Double Point, 9 to 12.....	.85
Blue Upholster 2 to 3 ounce, per lb.....	.85
Blue Upholster 4 ounce and larger, per lb.....	.85
Galvanized Upholster 4 ounce and larger, per lb.....	.40
Bill Posters 4 ounce and larger, per lb.....	.80
In Packages—	
Blueed or Tind.....	
Dbl. Point 1/4 lb.....	\$.05
Wire 1/4 lb.....	.05
Wire 1/2 lb.....	.10
Blueed Out.....	
1 1/4 to 2 1/2 oz. 1/4 lb.....	\$.10
3 oz. and larger 1/4 lb.....	.05
3 oz. and larger 1/2 lb.....	.10
1 to 8 oz. 1/4 lb.....	\$.10
4 oz. and larger 1/4 lb.....	.05
4 oz. and larger 1/2 lb.....	.10

TAPES—

A or Wedge—	
5x7, 8 oz.....	\$6.00
7x7, 8 oz.....	7.55
7x9, 8 oz.....	9.05
5x7, 10 oz.....	\$6.95
7x7, 10 oz.....	8.80
7x9, 10 oz.....	10.60

TENTS—

Size	8-oz.	10-oz.	Poles
7x7.....	\$ 9.60	\$11.20	\$1.60
7x9.....	10.40	13.25	1.60
9x9.....	18.15	15.85	1.60
9 1/2 x 12.....	15.50	18.05	2.00
12x14.....	20.75	24.25	2.85
12x18.....	25.80	29.95	2.70
14x16.....	27.25	30.95	3.80
14x20.....	33.85	39.80	3.60
16x18.....	37.15	48.70	3.90
16x20.....	40.90	47.75	3.90
16x24.....	46.00	54.25	4.20
16x30.....	56.40	65.80	4.50
A or Wedge, 10 oz.—5x7, \$5.00; 7x7, \$6.80; 7x9, \$7.55.			
Fly—1/2 price of tent. Pins—8c each.			

TEES—Stove Pipe—Cylinder—

Asbestos 6 inch—	
6x4, each.....	\$.90
6x6, each.....	1.25
6x8, each.....	1.65
8x6, each.....	1.75
Adjustable 6 inch—	
4 to 8.....	\$.60
6 to 12.....	.65
Adjustable 7 inch—	
6 to 12.....	.85

THIMBLES—Asbestos—Each, 6x4, 90c; 6x6, \$1.25; 6x8, \$1.65; 8x6, \$1.75. Adj. Stove Pipe—4 to 8, 50c; 6 to 12, 75c.

THIMBLES—Flue—6-in., 10c; 7 in., 10c.

THICKNESS GAUGES—40% above list price.

TIN—Common Roofing, 30c per sheet.

TONGS—Vulcan Chain—31, \$3.50; 32, \$5.00; 33, \$7.00; 33 1/2, \$9.00; 34, \$11.00.

TORCHES—C & L—No. 31, \$6.50; No. 32, \$6.75; No. 18, \$5.00; No. 37, \$5.50; No. 47, \$7.25; No. 28, \$2.00.

TRAPS—

	Each	Dox.	Each	Dox.
No. 0.....	\$.20	\$1.50	\$.35	\$2.80
No. 1.....	.25	1.80	.40	3.85
No. 1 1/2.....	.30	2.65	.50	5.80
No. 2.....	.40	3.75	.85	8.50
No. 3.....	.50	5.00	1.15	11.50
No. 4.....	.65	5.85	1.25	13.50

TROUGH—

Eaves—		5 inch, per doz.....	.35
4 in.....	\$.13 1/2	6 inch, per doz.....	.40
5 in.....	.15	End Caps—	
6 in.....	.18	4 in.....	\$.15
Mitres—		5 in.....	.20
4 in.....	\$.45	6 in.....	.25
5 inch.....	.50	End Pc. Comp.—	
6 in.....	.60	4 in.....	\$.25
Hangers—Wire—		5 in.....	.30
4 inch, per doz.....	\$.30	6 in.....	.35

TROWELS—Rose Brick Wood Handle, 10 1/2-11-11 1/2-12, \$1.65; Marshalltown Lea., \$2.00.

TROWELS—Rose Brick, Wood Hdl.—10 1/2, \$1.65; 11, \$1.65; 11 1/2, \$1.65; 12, \$1.65. Marshalltown Lea.—10 1/2, \$2.00; 11, \$2.00; 11 1/2, \$2.00; 12, \$2.00. Plastering—11, \$2.50; 11 1/2, \$2.50; 12, \$2.50.

TUBS—Galvanized—Common, 0, \$1.25; 1, \$1.50; 2, \$1.65; 3, \$1.85; 12, \$1.75; 18, \$2.00. Ex. Heavy—100s, \$2.25; 200s, \$2.50; 800s, \$2.75.

TURNES—Cupboard—Brass Plated—Small, 20c; large, 25c.

TWINE—Sacking—1/4-lb. hank, 20c.

TWINES—Cotton—2 oz. balls, 10c each; Cones, 55c lb. Flax—18BC. 1/4-lb. balls, each, 20c; 18BB, 1/4-lb. balls, 15c; 18BB Reels, 40c lb. Spring—No. 4 1/2, 1/4-lb. balls, each, 20c; 1-lb. balls, 35c. Sail—1/4-lb. hank, each, 15c; 1/2-lb. hank, 30c. Seine—60 to 42, 70c lb.; larger, 85c lb. Marline—40c lb. Cotton Wicking—14 to lb., each, 5c; 8 to lb., 10c.

	Starrett	Lufkin	Starrett	Lufkin
No. 510, 25-ft.	260	\$8.85		550 3.00
No. 510, 50-ft.	268	4.83		558 3.75
No. 510, 75-ft.	265	6.15		555 4.75
No. 510, 100-ft.	266	7.75		556 6.00
No. 505, 25-ft.	240	3.25		100 4.00
No. 505, 50-ft.	243	4.00		103 5.00
No. 505, 75-ft.	245	5.25		105 6.25
No. 505, 100-ft.	246	6.75		1260 8.60
				1268 4.50
				1265 5.75

VALLEY—Tin—4-in., ft., 6c; 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.

VALVES—

	Standard Globe and Angle Valves—	Standard Gate Valves—
1/4.....	\$.85	\$1.45
1/2.....	.90	1.45
3/4.....	1.00	1.45
1.....	1.25	1.65
1 1/4.....	1.50	2.05
1 1/2.....	2.25	2.80
2.....	3.00	3.70
2 1/4.....	4.25	5.00
2 1/2.....	6.25	7.80

VICES—Solid Box—

35 lb.....	\$12.50	65 lb.....	17.50	90 lb.....	25.00
40 lb.....	13.15	70 lb.....	18.75	95 lb.....	26.25
45 lb.....	13.75	75 lb.....	20.00	100 lb.....	27.50
50 lb.....	14.40	80 lb.....	21.90	125 lb.....	35.65
55 lb.....	15.00	85 lb.....	23.15	150 lb.....	48.60
60 lb.....	16.25				

WATCHES—

Yankee.....	\$1.35	Junior.....	2.75
Triumph.....	1.50	Midget.....	2.75
Eclipse.....	2.00	Radiolite.....	2.50

WASHERS—Cut—3-16 lb., 30c; 1/2, 25c; 5-16, 20c; 3/8, 20c; 1/2, 15c; 3/4, 12 1/2c; 1, 12 1/2c. Malleable, 18c; Cast, 6c.

WASTE—No. 1 White, lb., 25c; No. 2, 20c; No. 2 Colored, 16c.

WAX—Floor, 60c.

WEDGES—Truckee-Alki, lb., 15c; Oregon-Atha, 25c; Cedar-Atha, 25c; Cedar-Alki, 15c; Falling, 27c; Saw, 19c.

WEIGHTS—Sash—3 lbs. and over, 4c lb. Eveners or Balances—1/2, 7c lb.

WIRE—Plain Fence—

Black—Nos. 6 to 16, 5 to 24-lb., lots.....\$.08

RETAIL SELLING PRICES—Continued

Galvanized—Nos 6 to 16, 5 to 24-lb., lots.....	.10	WRENCHES—					
Black, 1 to 5-lb.....	\$.10	Galv., 1 to 5-lb.....	.12	Agri.			
Barbed Fence—				\$.60	Coes	PS&W	
Glidden Pat.....	\$6.00	Waukeganito Galv.....	7.70	.75	1.35	\$1.25	
Glidden Galv.....	6.70	Am. Spcl. Galv. 80 rds	4.25	.90	1.75	1.50	
Baker Pat.....	6.25	Glidden Galv. 80 rds.	5.65	1.10	2.00	1.75	
Baker Galv.....	6.95			1.40	2.25	2.00	
Bailing Wire—					3.00	2.75	
14 Ga. 100-lb. full coil.	6.45	16 Ga.	6.65		3.75	3.50	
15 Ga.	6.55				4.50	4.25	
Broken Coils—1 to 24-lb. add 3c lb.; 25 to 50-lb. add 2c lb.; 50 to 100-lb. add 1 c lb.				Crescent—			
Bale Ties—9½ ft., 15 Ga., per bundle of 250, \$3.25				4 in.....	\$1.00	10 in.....	1.40
WOOL—Steel—1-lb. rolls—0, 85c; 1, 75c. Wheels—Grinding Discount 40%.				6 in.....	1.00	14 in.....	1.95
WHEELBARROWS—				8 in.....	1.25	18 in.....	2.75
Ajax	\$ 5.25	No. 5 Tubular.....	14.50	10 in.....	1.50	24 in.....	4.00
Scioto	5.75	Garden K&J No. 1..	6.00	12 in.....	1.75	36 in.....	7.40
Pan. Amer.....	10.50	No. 3.....	8.00	15 in.....	2.25	48 in.....	11.00
K&G Concrete.....	13.50	No. 4.....	8.00	Stilson & Trimo—		Crescent Double End—	
Sterling.....	13.00	No. 5.....	10.00	6 in.....	\$1.10	6-8	\$1.75
AX Tubular.....	10.00	Extra Wheels—13A.	2.50	8 in.....	1.25	8-10	\$2.00
No. 4 Tubular.....	12.00						
				Parts for Trimo & Stilson 35% Discount.			
				ZINC—Full Sheets. 40c lb. less than Sheets, 50c lb.			

Parts for Trimo & Stilson 35% Discount.

ZINC—Full Sheets. 40c lb. less than Sheets, 50c lb.

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Classified list of the products of progressive manufacturers—Goods that can be depended upon. Note carefully our advertising pages for particulars, or address our information department.

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Ourtis Pne. Machinery Co., St. Louis, Missouri.

AIR VALVES

Beaton & Cadwell Mfg. Co., New Britain, Conn.
Romort Mfg. Co., Seattle, Wash.

ALUMINUM GOODS

Aluminum Cooking Utensil Co., New Kensington, Pa.; San Francisco, Cal., and Portland, Oregon.
Buckeye Aluminum Co., Wooster, O.

AMMUNITION

Giant Powder Co., San Francisco, Cal.
Peters Cartridge Co., Cincinnati, O.; San Francisco, Cal.

ASBESTOS FURNACE CEMENT

Wm. Connors Paint Mfg. Co., Troy, New York.

AUGER BITS

James Swan Co., Seymour, Conn.
Lebanon Machine Co., Lebanon, N. H.
Progressive Mfg. Co., Torrington, Ct.

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Alcemo Mfg. Co., Newark, N. J.
American Chain Co., Bridgeport, Conn.
Auto Pedal Pad Co., New York, N. Y.
Boston Woven Hose & Rubber Co., Boston, Mass.J. Porter Barnes, Santa Rosa, Cal.
Robt. A. Bruce, Santa Ana, Cal.Buffum Tool Co., Louisiana, Mo.
Century Plainfield Tire Co., Plainfield, N. J.Chicago Flexible Shaft Co., Chicago.
Curtis Pne. Machinery Co., St. Louis, Missouri.

Diamond Rubber Tire Co., Akron, O., and San Francisco, Cal.

Dunham, Carrigan & Hayden, San Francisco, Cal.

Eclipse Mfg. Co., Indianapolis, Ind.

L. P. Halladay Co., Streator, Ill.

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Hartford Rubber Works, New York.

Honeyman Hardware Co., Portland, Or.

Joseph Dixon Crucible Co., Jersey City, N. J.

Lane Bros. Co., Poughkeepsie, N. Y.

Lee Broom & Duster Co., Lincoln, Neb.

Frank Mossberg Co., Attleboro, Mass.

Motor Car Supply Co., Chicago, Ill.

Osgood Lins & Supply Co., Chicago.

Pacific Hdwe. & Steel Co., San Francisco, Cal.

R. F. Sedgley, Philadelphia, Pa.

Romort Mfg. Co., Seattle, Wash.

Stanley Works, New Britain, Conn.

Spring Leaf Lubricator Co., Ann Arbor, Mich.

Strevel-Paterson Hardware Co., Salt Lake City, Utah.

Salt Lake Hardware Co., Salt Lake City, Utah.

Simmons Hdwe. Co., St. Louis, Mo.

Union Hdwe. & Metal Co., Los Angeles, Cal.

U. S. Tire Co., New York, N. Y.

Tritch Hardware Co., Denver, Colo.

Walker Ke-Les Lock Co., Chicago.

Whitton Hardware Co., Seattle, Wash.

Weed Chain Tire Grip Co., New York.

AUTOMOBILE OILS

Platt & Washburn Refining Co., New York and San Francisco.

Tiona Oil Co., Binghamton, N. Y.

Union Hdwe. & Metal Co., Los Angeles, Cal.

AUTOMOBILE POLISH

Common Sense Mfg. Co., San Francisco, Cal., and St. Louis, Mo.

AXES

Simmons Hdwe. Co., St. Louis, Mo.

BABBITT METAL

Wheeling Corrugating Co., Wheeling, W. Va.

Whitaker-Glessner Co., Wheeling, W. Va.

BAKING PANS

Wheeling Corrugating Co., Wheeling, W. Va.

Whitaker-Glessner Co., Wheeling, W. Va.

BALL COCKS

Boston Brass Co., Waltham, Mass.

BARB WIRE

American Steel & Wire Co., Chicago, Ill.; San Francisco and Los Angeles, Cal.; Portland, Ore., and Seattle.

Pittsburgh Steel Co., Pittsburgh, Pa., and 815-819 Monadnock Bldg., San Francisco, Cal.

John A. Roebing's Sons Co., Portland, Oregon.

United States Steel Products Co., San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.

BARN DOOR HANGERS

Hunt, Helm, Ferris & Co., Harvard, Illinois.

Lane Bros. Co., Poughkeepsie, N. Y.

McKinney Mfg. Co., Pittsburgh, Pa.

Richards-Wilcox Mfg. Co., Aurora, Ill.

Safety Door Hanger Co., Ashland, O.

Stanley Works, New Britain, Conn.

Wagner Mfg. Co., Cedar Falls, Iowa.

BARN DOOR LATCHES

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BATTERIES

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BIRD CAGES AND SUNDRIES

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BITS

Buffum Tool Co., Louisiana, Mo.

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Giant Powder Co., San Francisco, Cal.

Hercules Powder Co., Wilmington, Del.

BOILER GRAPHITE

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BOILER HANDLES

Berger Bros. Co., Philadelphia, Pa.

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J. K. Porter Co., Everett, Mass.

BOLTS—Door

Bommer Bros., Brooklyn, N. Y.

Chicago Spring Butt Co., Chicago, Ill.

P. & F. Corbin, New Britain, Conn.

Shelby Spring Hinge Co., Shelby, O.

The Stanley Works, New Britain, Ct.

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Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

BRACKETS—Shelf

Atlas Mfg. Co., New Haven, Conn.

P. & F. Corbin, New Britain, Conn.

The Stanley Works, New Britain, Ct.

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Clayton & Lambert Mfg. Co., Detroit, Michigan.

Turner Brass Works, Sycamore, Ill.

BRIDE IRONS

Lane Bros. Co., Poughkeepsie, N. Y.

BROOMS

Lee Broom & Duster Co., Lincoln, Neb.

BUTTS

P. & F. Corbin, New Britain, Conn.

The Chicago Spring Butt Co., Chicago.

Shelby Spring Hinge Co., Shelby, O.

The Stanley Works, New Britain, Conn.

CANS AND SPECIALTIES

Stubbs & Kuck, Peoria, Ill.

CAPS, BLASTING

Giant Powder Co., San Francisco, Cal.

Hercules Powder Co., Wilmington, Del.

CARBORUNDUM

Carborundum Co., Niagara Falls, N. Y.

CASH REGISTERS

National Cash Register Co., Dayton, O.

CASTERS

Faulstich Caster Co., Evansville, Ind.

Universal Caster & Foundry Co., Newark, N. J.

CATCHES—Transom

P. & F. Corbin, New Britain, Conn.

Shelby Spring Hinge Co., Shelby, O.

WHERE TO BUY—Continued

- CEILING PLATES**
Beaton & Corbin Mfg. Co., Southington, Conn.
- CELLAR WINDOW SETS**
Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.
- CHAIN**
American Chain Co., Bridgeport, Conn.
Shelby Spring Hinge Co., Shelby, O.
- CHAIR TIPS**
Elastic Tip Co., Boston, Mass.
Henry Peabody & Co., New York.
- CHEMICAL ENGINES**
O. J. Childs Co., Utica, N. Y.
- CERRY SEEDERS**
Enterprise Mfg. Co., Philadelphia, Pa.
- CHURNS**
United Royalties Corporation, New York, N. Y.
- CLIPPERS**
H. K. Porter, Everett, Mass.
- CLOCKS**
New Haven Clock Co., New Haven, Conn.
- COAT AND HAT HOOKS**
Atlas Mfg. Co., New Haven, Conn.
Parker Wire Goods Co., Worcester, Mass.
Shelby Spring Hinge Co., Shelby, O.
- CONCRETE MIXERS**
Lansing Wheelbarrow Co., San Francisco, Cal.
- COPPER GASKETS**
Beaton & Cadwell Mfg. Co., New Britain, Conn.
- CORDAGE**
Columbian Rope Co., Auburn, N. Y.
Portland Cordage Co., Portland, Ore.
Samson Cordage Works, Boston, Mass.
- CURRY COMBS**
New York Stamping Co., Brooklyn.
- CUTLERY**
Honeyman Hardware Co., Portland, Or.
International Silver Co., Meriden, Ct.
Ontario Knife Co., Franklinville, N. Y.
Simmons Hardware Co., St. Louis, Mo.
Salt Lake Hardware Co., Salt Lake City, Utah.
Schwabacher Hardware Co., Seattle, Wash.
Strevell-Paterson Hardware Co., Salt Lake City, Utah.
- CYLINDER OILS**
Platt & Washburn Refining Co., New York and San Francisco.
Tiona Oil Co., Binghamton, N. Y.
- DIES**
Greenfield Tap and Die Corporation, Greenfield, Mass.
- DOOR HANGERS**
Hunt, Helm, Ferris & Co., Harvard, Ill.
Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Safety Door Hanger Co., Ashland, O.
Stanley Works, New Britain, Conn.
Wagner Mfg. Co., Cedar Falls, Iowa.
- DOOR LATCHES**
Lane Bros. Co., Poughkeepsie, N. Y.
Russell & Erwin, New Britain, Conn., and San Francisco, Cal.
The Stanley Works, New Britain, Ct.
- DOOR MATS**
Parker Wire Goods Co., Worcester, Mass.
- DOOR PULLS**
Bommer Brothers, Brooklyn, N. Y.
- DOOR SPRINGS**
Chicago Spring Butt Co., Chicago, Ill.
- DRINKING FOUNTAINS**
Buffum Tool Co., Louisiana, Mo.
M. L. Kline, Portland, Ore.
- DRILLS**
Buffalo Forge Co., Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
- DUMBWAITERS**
Sedgwick Machine Works, New York.
- DUSTERS**
Lee Broom & Duster Co., Lincoln, Neb.
- DYNAMITE**
Dupont Powder Co., Wilmington, Del.
Giant Powder Co., San Francisco, Cal.
Hercules Powder Co., Wilmington, Del.
- EGG BEATERS**
United Royalties Corporation, New York, N. Y.
- ELECTRICAL SUPPLIES**
Pacific Hardware & Steel Co., San Francisco.
Salt Lake Hardware Co., Salt Lake, Utah.
- ELEVATORS**
Sedgwick Machine Works, New York.
- ENAMELED WARE**
Honeyman Hardware Co., Portland, Or.
- Central Stamping Co., New York, N.Y.
New York Stamping Co., Brooklyn, N.Y.
Lalance & Grosjean Mfg. Co., New York, Chicago and San Francisco.
Salt Lake Hardware Co., Salt Lake City, Utah.
Simmons Hardware Co., St. Louis, Mo.
Strevell-Paterson Hardware Co., Salt Lake City, Utah.
- ENGINES**
Lansing Wheelbarrow Co., San Francisco, Cal.
- ESCUTCHEONS**
P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.
- FASTENERS—Casement Window**
Shelby Spring Hinge Co., Shelby, O.
- FAUCETS**
Thos. Savill's Sons, Philadelphia, Pa.
Lane Bros. Co., Poughkeepsie, N. Y.
- FENCE**
United States Steel Products Co., San Francisco, Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.
- FILES**
Delta File Works, Philadelphia, Pa.
Henry Diston & Sons, Philadelphia.
Nicholson File Co., Providence, R. I.
McCaffrey File Co., Philadelphia, Pa.
Simonds Mfg. Co., Fitchburg, Mass.
- FIRE APPARATUS**
O. J. Childs Co., Utica, N. Y.
- FIREARMS**
Colt's Patent Firearms Co., Hartford, Conn.
- FIRE POTS**
Clayton & Lambert Mfg. Co., Detroit, Michigan.
- FITTINGS**
Central Foundry Co., New York.
M. L. Kline, Portland, Ore.
Rhode Island Fittings Co., Hillsgrove, R. I.
Stanley G. Flagg & Co., Philadelphia.
- FLASH LIGHTS**
Usona Mfg. Co., New York, N. Y., Toledo, O., and San Francisco, Cal.
- FLOOR AND CEILING PLATES**
Beaton & Cadwell Mfg. Co., New Britain, Conn.
Beaton & Corbin Mfg. Co., Southington, Conn.
- FLOOR HINGES**
Standard Mfg. Co., Shelby, Ohio.
- FLOOR SLEEVES**
Beaton & Cadwell Mfg. Co., New Britain, Conn.
- FLOUR SISTERS**
Fred J. Meyers Mfg. Co., Hamilton, O.
- FOOD CHOPPERS**
Enterprise Mfg. Co. of Pa., Philadelphia, Pa.
Schlichter Mfg. Co., Hamilton, Ohio.
- FORGES**
Buffalo Forge Co., Buffalo, N. Y.
- FRY PANS**
Central Stamping Co., New York, N.Y.
New York Stamping Co., Brooklyn.
Wheeling Corrugating Co., Wheeling, W. Va.
- FURNACES**
Oulter & Proctor Stove Co., Peoria, Illinois.
Otto Berns, Newark, N. J.
- FURNITURE SLIDES**
Universal Caster & Foundry Co., Newark, N. J.
- GALVANIZED GOODS**
Wheeling Corrugating Co., Wheeling, W. Va.
- GARAGE EQUIPMENT**
Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Hunt, Helm, Ferris & Co., Harvard, Ill.
The Stanley Works, New Britain, Ct.
- GARDEN TOOLS**
Buffum Tool Co., Louisiana, Mo.
Gilson Mfg. Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Union Fork & Hoe Co., Columbus, O.
- GAS HEATERS**
Hess-Snyder Co., Massillon, O.
Minier Gas Heater Co., South Pasadena, Cal.
- GAS RANGES**
James Graham Mfg. Co., San Francisco.
- GASOLINE TORCHES**
Clayton & Lambert Mfg. Co., Detroit, Michigan.
Otto Berns, Newark, N. J.
- GOLF SUPPLIES**
Gripittie Co., Chicago, Ill.
- GRAPHITE**
Joseph Dixon Crucible Co., Jersey City, N. J.; San Francisco, Cal.
- GRAPHITE PAINT**
Joseph Dixon Crucible Co., Jersey City, New Jersey.
- GRASS CATCHERS**
Excelsior Bag & Mfg. Co., Troy, N. Y.
Philadelphia Lawn Mower Co., Philadelphia, Pa.
Specialty Mfg. Co., St. Anthony Park, Minnesota.
- GRINDERS**
The Carborundum Co., Niagara Falls, New York.
- HAMMERS**
Vaughan & Bushnell Mfg. Co., Chicago, Ill.
- HANDLES**
Buffum Tool Co., Louisiana, Mo.
Ivory Handle Co., Hope, Ark.
- HAND FIRE EXTINGUISHERS**
O. J. Childs Co., Utica, N. Y.
- HAND CARTS**
Lansing Wheelbarrow Co., San Francisco, Cal.
- HANGING SCALES**
Pelouse Mfg. Co., Chicago, Illinois.
Triner Scale Co., Chicago, Ill.
- HARDWARE JOBBERS**
Baker & Hamilton, San Francisco, Cal.
Dunham, Carrigan & Hayden, San Francisco, Cal.
A. M. Holter Hardware Co., Helena, Montana.
Hammond Lumber Co., Los Angeles.
Honeyman Hardware Co., Portland, Or.
Jensen, King, Byrd Co., Spokane, Wn.
Pacific Hardware & Steel Co., San Francisco, Cal.
Salt Lake Hardware Co., Salt Lake City, Utah.
Schwabacher Hardware Co., Seattle, Wash.
Simmons Hardware Co., St. Louis, Mo.
Strevell-Paterson Hdwe. Co., Salt Lake City, Utah.
Union Hardware & Metal Co., Los Angeles, Cal.
Thomson-Diggs Co., Sacramento, Cal.
Whitton Hardware Co., Seattle, Wash.
- HARDWARE SPECIALTIES**
Bridgeport Hardware Mfg. Co., Bridgeport, Conn.
Buckeye Aluminum Co., Doylestown, O.
Buffum Tool Co., Louisiana, Mo.
Crescent Tool Co., Jamestown, N. Y.
Delta File Works, Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Excelsior Bag & Mfg. Co., Troy, N. Y.
Hardware Specialties Mfg. Co., Wabash, Ind.
Fred J. Meyers Mfg. Co., Hamilton, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Lufkin Rule Co., Saginaw, Mich.
New York Stamping Co., Brooklyn, N.Y.
Parker Wire Goods Co., Worcester, Mass.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Salt Lake Hardware Co., Salt Lake City, Utah.
Schwabacher Hardware Co., Seattle, Wash.
Shelby Spring Hinge Co., Shelby, O.
Simmons Hdw. Co., St. Louis, Mo.
Stanley Works, New Britain, Conn.
Strevell-Paterson Hdwe. Co., Salt Lake.
Taylor & Boggis Foundry Co., Cleveland, O.
Thomson-Diggs Co., Sacramento, Cal.
McKinney Mfg. Co., Pittsburgh, Pa.
- HARNESSE HARDWARE**
Covert Mfg. Co., Troy, N. Y.
Salt Lake Hardware Co., Salt Lake City, Utah.
- HATCHETS**
Simmons Hdw. Co., St. Louis, Mo.
- HEATERS**
Minier Gas Heater Co., South Pasadena, Cal.
- HINGES**
Bommer Brothers, Brooklyn, N. Y.
P. & F. Corbin, New Britain, Conn.
P. & F. Corbin, New Britain, Conn.
The Chicago Spring Butt Co., Chicago.
Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.
Superior Spring Hinge Co., Chicago and Los Angeles.
- HOLLOW HANDLE TOOL KITS**
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
- HOOKE AND EXPANSION PLATES**
Beaton & Cadwell Mfg. Co., New Britain, Conn.

WHERE TO BUY—Continued

HORSE SHOES

Phoenix Horse Shoe Co., Chicago, Ill.
United States Steel Products Co., San Francisco, Los Angeles, Portland and Seattle.

HOSE

Boston Woven Hose & Rubber Co., Boston, Mass.
Goodyear Rubber Co., San Francisco.

HOSE COUPLING

Stuber & Kuck, Peoria, Ill.

HOSE MENDERS

Stuber & Kuck, Peoria, Ill.

HOSE REELS

Specialty Mfg. Co., St. Anthony Park, Minnesota.

HOUSEHOLD GOODS

Aluminum Cooking Utensil Co., New Kensington, Pa.; San Francisco, Cal., and Portland, Ore.
Baker & Hamilton, San Francisco, Cal.

Central Stamping Co., New York, N. Y.

Corning Glass Works, Corning, N. Y.

Dunham, Carrigan & Haydenn, San Francisco, Cal.

Jensen, King, Byrd Co., Spokane, Wn.

Lalance & Grosjean Mfg. Co., New York, Chicago and San Francisco.

Landers, Frary & Clark, New Britain, Connecticut.

Fred J. Meyers Mfg. Co., Hamilton, O.

New York Stamping Co., Brooklyn, N. Y.

Nu-Sink Co., Los Angeles and San Francisco, Cal.

Ontario Knife Co., Franklinville, N. Y.

Orona Mfg. Co., Boston, Mass.

Pacific Hardware & Steel Co., San Francisco, Cal.

Schlichter Mfg. Co., Hamilton, Ohio.

Strevell-Paterson Hardware Co., Salt Lake City, Utah.

United Royalties Corporation, New York, N. Y.

Wheeling Corrugating Co., Wheeling, W. Va.

Whiton Hardware Co., Seattle, Wash.

ICE CREAM FREEZERS

North Bros. Mfg. Co., Philadelphia.

ICE SCALES

Pelouse Mfg. Co., Chicago, Ill.

Triner Scale Co., Chicago, Ill.

INCUBATORS

M. M. Johnson Co., Clay Center, Neb.

INTERIOR METAL DECORATIONS

Wheeling Corrugating Co., Wheeling, W. Va.

IRON AND STEEL

Pacific Hardware & Steel Co., San Francisco, Cal.

Salt Lake Hardware Co., Salt Lake City, Utah.

Schwabacher Hardware Co., Seattle, Wash.

Strevell-Paterson Hardware Co., Salt Lake City, Utah.

Thomson-Diggs Co., Sacramento, Cal.

United States Steel Products Co., San Francisco, Los Angeles, Portland and Seattle.

Wheeling Corrugating Co., Wheeling, W. Va.

Whiton Hardware Co., Seattle, Wash.

JACKS—Carriage, Truck

Lane Bros. Co., Poughkeepsie, N. Y.

JOIST HANGERS

Lane Bros. Co., Poughkeepsie, N. Y.

KICK PLATES

Bommer Bros. Co., Brooklyn, N. Y.

Shelby Spring Hinge Co., Shelby, O.

KNIVES

Ontario Knife Co., Franklinville, N. Y.

KNOBS—Door

P. & F. Corbin, New Britain, Conn.

Shelby Spring Hinge Co., Shelby, O.

LAVATORY SPRING HINGES

Chicago Spring Butt Co., Chicago, Ill.

LAWN MOWERS

Pacific Hardware & Steel Co., San Francisco, Cal.

Philadelphia Lawn Mower Co., Philadelphia, Pa.

Pennsylvania Lawn Mower Co., Philadelphia, Pa.

Simmons Hdw. Co., St. Louis, Mo.

LAWN SPRINKLERS

Buffum Tool Co., Louisiana, Mo.

Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

Stuber & Kuck, Peoria, Ill.

Thompson Mfg. Co., Los Angeles, Cal.

Will's Sprinkler Co., Los Angeles, Cal.

LAWN SWEEPERS

Philadelphia Lawn Mower Co., Philadelphia, Pa.

LENS

Osgood Lens & Supply Co., Chicago.

LEVELS

Bridgeport Hardware Mfg. Corp., Bridgeport, Conn.

Goodell-Pratt Co., Greenfield, Mass.

Henry Diston & Sons, Philadelphia.

Stanley Rule & Level Co., New Britain, Conn.

LINOLEUM

Armstrong Cork Co., Lancaster, Pa.

LOCKS

P. & F. Corbin, New Britain, Conn.

Corbin Cabinet Lock Co., New Britain, Conn.

Shelby Spring Hinge Co., Shelby, O.

Taylor & Boggin, Cleveland, O.

MALLEABLE FITTINGS

Stanley G. Flagg & Co., Philadelphia, Penn.

MANUFACTURERS' AGENTS

Bailey & Drake Co., San Francisco.

A. H. Coates Co., San Francisco, Cal.

George E. Dalton, Los Angeles, Cal.

W. D. Caldwell, San Francisco.

E. C. Coffin & Co., Salt Lake, Utah.

Horace Allen, San Francisco.

S. V. Armstrong, San Francisco.

Phil Bekeart Co., San Francisco.

W. F. Boardman & Co., San Francisco, Cal.

A. L. Conger Co., San Francisco.

Omer Cox, San Francisco.

Geo. F. Eberhard Co., San Francisco.

Ewing-Lewis Co., San Francisco and Los Angeles, Cal.

Edward Knobbe & Son, Tacoma, Wash.

French & Linforth, San Francisco.

C. W. Gause Co., San Francisco.

W. H. Gilbert, San Francisco and Los Angeles.

R. B. Hanna, Los Angeles.

Haven & Haven, San Francisco, Cal.

D. L. Herman, Seattle.

H. A. Heppner & Co., Portland.

Wm. P. Horn Co., San Francisco.

M. Howard, San Francisco.

Hughson & Merton, San Francisco.

C. N. & F. W. Jones, 708 Equitable Savings Bank Bldg., Los Angeles.

C. N. & F. W. Jones, San Francisco.

E. A. Keithley, San Francisco.

P. C. & A. E. Lowrey, San Francisco.

O. A. Maydwell & Co., San Francisco.

Morgan & Allen, San Francisco.

J. T. McDevitt, San Francisco.

T. D. McLean Co., Seattle.

Osgood & Howell, San Francisco.

Sanford Plummer, San Francisco.

A. Rannie, San Francisco.

O. S. Rhea, Berkeley, Cal.

Jno. T. Rowntree, San Francisco, Portland, Or., Los Angeles, Denver, Colo.

Rowntree & Wishon, San Francisco.

A. C. Rulofson, San Francisco and Los Angeles.

C. P. Rust & Co., San Francisco, Cal.

O. H. Smith & Bro., Los Angeles.

T. H. Speddy, San Francisco.

O. H. Stanyan, San Francisco.

Eugene C. Saul, San Francisco.

J. A. Tutthill, Los Angeles, Cal.

S. F. Wilbur Co., San Francisco, Cal.

Thomas A. Williams, Salt Lake.

S. G. Wilson, Los Angeles.

Fred P. Winchester, San Francisco.

John J. Wirtner, San Francisco.

Wright & Lacey, San Francisco.

MAYONNAISE MIXERS

United Royalties Corporation, New York, N. Y.

MECHANICS' TOOLS

Buffum Tool Co., Louisiana, Mo.

The Keystone Mfg. Co., Buffalo, N. Y.

The James Swan Co., Seymour, Conn.

METAL CEILINGS

Wheeling Corrugating Co., Wheeling, W. Va.

METAL LATH

Wheeling Corrugating Co., Wheeling, W. Va.

METAL SHINGLES

Wheeling Corrugating Co., Wheeling, W. Va.

MILLS—Coffee, Spice, Corn

Lane Bros. Co., Poughkeepsie, N. Y.

MITRE BOXES

H. C. Marsh Co., Rockford, Ill.

MITRE MACHINES

H. C. Marsh Co., Rockford, Ill.

MOTOR CARS

Bush Motor Co., Chicago, Ill.

NAIL CLIPS

H. C. Cook Co., Ansonia, Conn.

NAIL SETS

James Swan Co., Seymour, Conn.

NAILS, STAPLES, SPIKES

American Steel & Wire Co., Chicago, Ill.; San Francisco and Los Angeles, Cal.; Portland, Ore., and Seattle, Washington.

OIL STONES

The Carborundum Co., Niagara Falls, New York.

OIL STOVES

Ringen Stove Co., St. Louis, Mo.

PAINTS

The Brininstool Co., Los Angeles, Cal.

Wm. Connors Paint Mfg. Co., Troy, N. Y.

Joseph Dixon Crucible Co., Jersey City, N. J.

Montauk Paint Mfg. Co., Brooklyn, Cal.

Pacific Hardware & Steel Co., San Francisco, Cal.

Simmons Hardware Co., St. Louis, Mo.

Salt Lake Hardware Co., Salt Lake City, Utah.

Strevell-Paterson Hardware Co., Salt Lake City, Utah.

A. Wilhelm Co., Reading, Pa.

PAINT BRUSHES

Rubberset Company, Newark, N. J.

PEDAL PADS

Auto Pedal Pad Co., New York, N. Y.

PICTURE HOOKS AND WIRE

Parker Wire Goods Co., Worcester, Mass.

PIPE

Central Foundry Co., New York.

Abendroth Bros., Port Chester, N. Y.

Alabama Pipe & Foundry Co., Anniston, Ala.

American Enameling Mfg. Corp., New York, N. Y.

American Foundry & Pipe Co., Penna, Sta., Pa.

Anniston Foundry Co., Anniston, Ala.

Bessemer Soil Pipe Co., Bessemer, Ala.

Campbell Mfg. Co., Gadsden, Ala.

Cassey Hedges Co., Chattanooga, Tenn.

Charlotte Pipe & Fdy. Co., Charlotte, North Carolina.

Cocoa Pipe & Foundry Co., Birmingham, Ala.

Crown Pipe & Fdy. Co., Jackson, O.

Gadsden Pipe Co., Gadsden, Ala.

Haines, Jones & Cadbury Co., Philadelphia, Pa.

J. D. Johnson Co., New York, N. Y.

Krupp Foundry Co., Lansdale, Pa.

Medina Foundry Co., Medina, N. Y.

National Foundry Co. of N. Y., Brooklyn, N. Y.

National Pipe & Foundry Co., Attalla, Ala.

Reading Foundry & Supply Co., Reading, Pa.

Salem Brass & Iron Mfg. Co., Salem, New Jersey.

Sanitary Co. of America, Linfield, Pa.

Sommerville Iron Works, New York.

Standard Foundry Co., Anniston, Ala.

Superior Mfg. Co., Bessemer, Ala.

Union Foundry Co., Anniston, Ala.

A. Weiskittel & Son Co., Baltimore.

H. Welter Mfg. Co., Memphis, Tenn.

PIPE BENDERS

Buffum Tool Co., Louisiana, Mo.

H. P. Martin & Sons, Owensboro, Ky.

PIPE FITTINGS

Stanley G. Flagg & Co., Philadelphia, Penn.

PIPE HANGERS

Rhode Island Fittings Co., Hillsgrove, Rhode Island.

PIPE HOOKS

Beaton & Cadwell Mfg. Co., New Britain, Conn.

PIPE WRENCHES

Berger Bros. Co., Philadelphia, Pa.

PIVOTS—Ball Bearing

Trimont Mfg. Co., Roxbury, Mass.

PLANES

Bommer Bros., Brooklyn, N. Y.

PLATES—Kick

Stanley Rule & Level Co., New Britain, Conn.

PLUMBING SPECIALTIES

Armstrong Mfg. Co., Bridgeport, Ct.

Buffum Tool Co., Louisiana, Mo.

Otto Bernz, Newark, N. J.

Boston Brass Co., Waltham, Mass.

Clayton & Lambert Mfg. Co., Detroit, Michigan.

Orescent Tool Co., Jamestown, N. Y.

Excelsior Bag & Mfr. Co., Troy, N. Y.

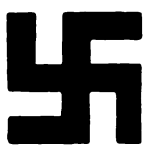
Hays Mfg. Co., Erie, Penn.

WHERE TO BUY—Continued

- M. L. Kline, Portland, Ore.
H. P. Martin & Sons, Owensboro, Ky.
Nye Tool & Machine Works, Chicago.
Rhode Island Fittings Co., Hillagrove, Rhode Island.
Thos. Savill's Sons, Philadelphia, Pa.
Trumont Mfg. Co., Roxbury, Mass.
Turner Brass Works, Syracuse, Ill.
- POCKET COMPASSES**
Schuette Recording Compass Co., Manitowoc, Wis.
- PRUNING HOOKS**
Henry Disston & Sons, Philadelphia.
- PULLEYS**
Russell & Erwin, New Britain, Conn., and San Francisco, Cal.
P. & F. Corbin, New Britain, Conn.
- PUMP VALVES AND PLUNGERS**
Berger Bros. Co., Philadelphia, Pa.
- PUMPS**
Goulds Mfg. Co., Seneca Falls, N. Y.
Groetken Pump Co., Lansing Wheelbarrow Co., San Francisco, Cal.
Pacific Hardware & Steel Co., San Francisco, Cal.
Woodin & Little, San Francisco, Cal.
- PUNCTURE CURE**
Alcemo Mfg. Co., Newark, N. J.
- PUSH PLATES**
Bommer Bros., Brooklyn, N. Y.
P. & F. Corbin, New Britain, Conn.
- RADIATOR VALVES—Key and Wood**
Beaton & Cadwell Mfg. Co., New Britain, Conn.
- RAILWAY CAR MOVERS**
G. D. Rowell & Son, Appleton, Wis.
- RANGES**
Jas. Graham Mfg. Co., San Francisco, California.
Ringen Stove Co., St. Louis, Mo., San Francisco, Cal.
- RAZORS**
Baker & Hamilton, San Francisco, Cal.
Simmons Hdw. Co., St. Louis, Mo.
- RAZOR HONES**
The Carborundum Co., Niagara Falls, New York.
- REAMERS**
Greenfield Tap and Die Corporation, Greenfield, Mass.
- REFRIGERATORS**
Baldwin Refrigerator Co., Burlington, Vermont.
Maine Mfg. Co., Nashua, N. H.
Simmons Hdw. Co., St. Louis, Mo.
- RIVETS**
Edwin B. Stimpson Co., Brooklyn, N. Y.
- RIVETING MACHINES**
F. H. Smith Mfg. Co., Chicago, Ill.
Wheeling Corrugating Co., Wheeling, W. Va.
- ROASTERS**
Central Stamping Co., Brooklyn, N. Y.
- ROOFING**
Hammond Lumber Co., Los Angeles.
Pioneer Paper Co., Los Angeles and San Francisco, Cal.
- ROOFING CEMENT**
Wm. Connors Paint Mfg. Co., Troy, New York.
- ROPE**
Columbian Rope Co., Auburn, N. Y.
Portland Cordage Co., Portland and Seattle.
- RULES**
Lufkin Rule Co., Saginaw, Mich.
Stanley Rule & Level Co., New Britain, Conn.
- RRUST PROOF**
Parker Rust Proof Co., Los Angeles.
- SADDLERY HARDWARE**
Hardware Specialties Mfg. Co., Washash, Ind.
- SASH CORD**
Samson Cordage Works, Boston, Mass.
- SAWS**
Henry Disston & Sons, Philadelphia.
Goodell-Pratt Co., Greenfield, Mass.
Simmons Hdw. Co., St. Louis, Mo.
Simmonds Mfg. Co., Fitchburg, Mass., San Francisco and Portland, Ore.
L. S. Starrett Co., Athol, Mass.
Thomson-Diggs Co., Sacramento, Cal.
- SCALES**
Pelouze Mfg. Co., Chicago, Ill.
Triner Scale & Mfg. Co., Chicago.
- SCREW CASES**
American Bolt & Screw Case Co., Dayton, O.
- SCREW DRIVERS**
Buffum Tool Co., Louisiana, Mo.
Bridgeport Hardware Mfg. Corp., Bridgeport, Conn.
- Henry Disston & Sons, Philadelphia.
Goodell-Pratt Co., Greenfield, Mass.
North Bros., Philadelphia, Pa.
The James Swan Co., Seymour, Conn.
Stanley Rule & Level Co., New Britain, Conn.
- SCREEN DOOR SETS**
Bommer Bros., Brooklyn, N. Y.
Chicago Spring Butt Co., Chicago, Ill.
Stanley Works, New Britain, Conn.
- SEEDS**
Aggeler & Musser, Los Angeles, Cal.
- SHARPENING MACHINE**
Hyfield Mfg. Co., New York, N. Y.
- SHAVING BRUSHES**
Rubberstet Co., Newark, N. J.
- SHEEP SHEARING MACHINES AND TOOLS**
Chicago Flexible Shaft Co., Chicago.
- SHEETS—Black and Galvanized**
Wheeling Corrugating Co., Wheeling, W. Va.
- SHOTGUN SHELLS**
Peters Cartridge Co., San Francisco and Cincinnati, O.
- SKILLETS**
New York Stamping Co., Brooklyn.
Wheeling Corrugating Co., Wheeling, W. Va.
- SLIDING CASTERS**
Domes of Silence Co., New York, N. Y.
Onward Mfg. Co., Menasha, Wis.
- SLIDING DOOR LATCHES**
Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.
- SNAPS**
Covett Mfg. Co., Troy, N. Y.
- SOLDER**
Wheeling Corrugating Co., Wheeling, W. Va.
- SPARK PLUGS**
Eclipse Mfg. Co., Indianapolis, Ind.
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Honeyman Hardware Co., Portland, Or.
Jensen, King, Byrd Co., Spokane, Wa.
Peters Cartridge Co., Cincinnati, O.
Remington Arms U. M. O. Co., New York, N. Y.
Stravell-Paterson Hardware Co., Salt Lake City, Utah.
Whitton Hardware Co., Seattle, Wash.
- SPRING LEAF SPREADER**
Spring Leaf Lubricator Co., Ann Arbor, Mich.
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- STAMPED STEEL HARDWARE**
Shelby Spring Hinge Co., Shelby, O.
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McKinney Mfg. Co., Pittsburgh, Pa.
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Lansing Company, San Francisco, Cal.
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Armstrong Mfg. Co., Bridgeport, Ct.
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Hess Snyder Mfg. Co., Massillon, O.
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Lufkin Rule Co., Saginaw, Mich.
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Eagle Woodenware Mfg. Co., Hamilton, Ohio.
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The Stanley Works, New Britain, Ct.
Wrought Washer Mfg. Co., Milwaukee, Wisconsin.
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Royal Mfg. Co., Rahway, N. J.
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Lansing Wheelbarrow Co., San Francisco, Cal.
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American Wire Fabrics Co., Chicago.
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John A. Roebling Sons Co., Portland, Oregon.
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Buffum Tool Co., Louisiana, Mo.
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- WRINGERS**
Eagle Woodenware Mfg. Co., Hamilton, Ohio.
- WROUGHT STEEL WASHERS**
Stanley Works, New Britain, Conn.
Wrought Washer Mfg. Co., Milwaukee, Wisconsin.

INDEX TO ADVERTISERS

Abendroth Bros.	17	Goodell-Pratt Co.	16	Philadelphia Lawn Mower Co.	20
Abington Trap Co.	30	B. F. Goodrich Rubber Co.	103	Phoenix Horse Shoe Co.	10
Aggeler & Musser Seed Co.	39	Goodyear Rubber Co.	24	Pike Mfg. Co.	40
Alabama Pipe & Foundry Co.	17	Goulds Mfg. Co.	25	Pioneer Paper Co.	47
Alcemo Mfg. Co.	115	Graham Mfg. Co., Jas.	53	Pittsburg Steel Co.	92
Aluminum Cooking Utensil Co.	63	Greenfield Tap & Die Co.	133	Porter, H. K.	26
American Bolt & Screw Case Co.	32	The Griptite Co.	43	Portland Cordage Co.	24
American Chain Co.	109	Groetken Pump Co.	106	Progressive Mfg. Co.	30
Anniston Foundry Co.	17				
American Foundry & Pipe Co.	17				
American Enameling Mfg. Corp.	17				
American Steel & Wire Co.	14				
American Wire Fabrics Co.	98				
Armstrong Cork Co.	5				
Armstrong Mfg. Co.	133				
Atlas Mfg. Co., The	22				
Automatic Lawn Sprinkler Co.	22				
Auto Pedal Pad Co.	120				
Baker & Hamilton	51				
Baldwin Refrigerator Co.	56				
W. Porter Barnes	120				
Beaton & Cadwell Mfg. Co.	143				
Beaton & Corbin Mfg. Co.	139				
Berger Bros. Co.	141				
Bernz, Otto	139				
Bessemer Soil Pipe Co.	17				
Bommer Bros.	30				
Boston Brass Co.	141				
Boston Woven Hose & Rubber Co.	Cover				
Bridgeport Hdw. Mfg. Co.	28				
Brier Hill Steel Co.	96				
The Brininstool Co.	45				
Robt. A. Bruce	122				
Buckeye Aluminum Co.	61				
Buffalo Forge Co.	25				
Buffalo Sled Co.	37				
Buffum Tool Co.	Cover				
Bush Motor Co.	118				
Campbell Mfg. Co.	17				
Carborundum Co.	18				
Casey-Hedges Co.	17				
Central Foundry Co.	17				
Century Plainfield Tire Co.	107				
Charlotte Pipe & Foundry Co.	17				
Chicago Flexible Shaft Co.	6				
Chicago Spring Butt Company	27				
Chicago Tubing & Braiding Co.	101				
O. J. Childs Co.	43				
C. F. Church Mfg. Co.	131				
Clayton & Lambert	137-142				
Coleman Lamp Co.	36				
Colt's Patent Firearms Co.	41				
Columbian Rope Co.	26				
Common Sense Mfg. Co.	Cover				
Connors, Wm., Paint Co.	28				
H. C. Cook Co.	46				
Coosa Pipe & Foundry Co.	17				
Corbin Screw Corporation	114				
P. & F. Corbin	15				
Covert Mfg. Co.	50				
Crescent Tool Co.	139				
Crown Pipe & Foundry Co.	17				
Culter & Proctor Stove Co.	57				
Curtis Pneu. Machinery Co.	118				
Delta File Works	31				
Diamond Tire Co.	103				
Henry Disston & Sons	21				
Joseph Dixon Crucible Co.	118				
Domes of Silence Co.	57				
Dunham, Carrigan & Hayden Co.	49				
Du Pont Powder Co.	43				
Eagle Woodenware Mfg. Co.	40				
Felipsee Mfg. Co.	113				
Elastic Tip Co.	60				
Enterprise Mfg. Co.	65				
Excelsior Bag & Mfg. Co.	44				
Farm Tractor Co.	101				
Stanley G. Flagg & Co.	34				
Gadsden Pipe Co.	17				
Giant Powder Co.	9				
Gilson Mfg. Co.	45				
Haines, Jones & Cadbury Co.	17				
L. P. Halladay & Co.	117				
Hammond Lumber Co.	46				
J. H. Haney & Co.	115				
Hardware Specialties Co.	59				
Hartford Tire Co.	105				
Hays Mfg. Co.	141				
Hers-Snyder Mfg. Co.	57				
Hercules Powder Co.	11				
A. M. Holter Hdw. Co.	44				
Honeyman Hardware Co.	43				
Hoover Stove Repair Works	55				
Hunt, Helm, Ferris & Co.	12				
Hyfield Mfg. Co.	33				
International Silver Co.	64				
Ivory Handle Co.	41				
Jensen-King-Byrd Co.	44				
J. D. Johnson Co.	17				
M. M. Johnson	41				
Keystone Mfg. Co.	131				
M. L. Kline	131				
Krupp Foundry Co.	17				
Lalace & Grosjean Mfg. Co.	59				
Landers, Frary & Clark	8				
Lane Bros. Co.	119				
Lansing Company	50				
Lawson Mfg. Co.	34				
Lebanon Machine Co.	33				
Lee Broom & Duster Co.	55				
Lindemann, O. & Co.	55				
E. E. Lucas	38				
Lufkin Rule Co.	37				
Maine Mfg. Co.	58				
H. P. Martin & Sons	139				
H. C. Marsh Co.	99				
McCaffrey File Co.	33				
McKinney Mfg. Co.	35				
Medina Foundry Co.	17				
Meriden Britannia Co.	64				
Meyers Mfg. Co., Fred J.	55				
Minier Gas Heater Co.	44				
Montauk Paint Mfg. Co.	45				
Motor Car Supply Co.	114				
Frank Mossberg Co.	114				
National Cash Register Co.	19				
National Foundry Co.	17				
National Pipe & Foundry Co.	17				
New Haven Clock Co.	43				
New York Stamping Co.	62				
C. S. Norcross & Sons	36				
North Bros. Mfg. Co.	23				
Nye Tool & Machine Works	143				
Ontario Knife Co.	58				
Onward Mfg. Co.	46				
Optimus Mfg. Co.	133				
Orona Mfg. Co.	59				
Osgood Lens & Supply Co.	123				
Pacific Hdw. & Steel Co.	66				
Pacific Sanitary Mfg. Co.	137				
Packham Crimper Co.	53				
Parker Rust Proof Co.	99				
Parker Wire Goods Co.	34				
Henry W. Peabody Co.	57-133				
Peck, Stow & Wilcox Co.	29				
Peelouse Mfg. Co.	55				
Pennsylvania Lawn Mower Co.	27				
Peters Cartridge Co.	39				
Reading Foundry & Supply Co.	17				
Rhode Island Fittings Co.	135				
Richards, Wilcox Mfg. Co.	36				
Ringen Stove Co.	39				
Roebing, John A. Sons Co.	39				
Romort Mfg. Co.	119				
G. D. Rowell & Son	141				
Royal Mfg. Co.	100				
Rubberst Co.	50				
A. C. Rulofson Co.	92-96				
Safety Door Hanger Co.	32				
Salem Brass & Iron Mfg. Co.	17				
Samson Cordage Works	28				
Sanitary Co. of America	17				
Wm. B. Scaife & Sons	135				
Schwabacher Co.	48				
Schwabacher Hardware Co.	45				
Schlichter Mfg. Co.	53				
Schuetze Recording Compass Co.	120				
R. F. Sedgley	117				
Sedgwick Machine Works	53				
Shelby Spring Hinge Co.	21				
Shelton Tack Co.	101				
Simmonds Mfg. Co.	2				
Simmons Hardware Co.	4				
Smith Mfg. Co., F. H.	26				
Somerville Iron Works	17				
Smooth-On Mfg. Co.	137				
Specialty Mfg. Co.	34				
Spokane Stove & Furnace Repair Works	44				
Spring Leaf Lubricator Co.	118				
Standard Foundry Co.	17				
Standard Mfg. Co.	23				
Stanley Rule & Level Co.	31				
Stanley Works	Cover				
Starrett, L. S. & Co.	3				
Edwin B. Stimpson Co.	7				
Strevell Patterson Hardware Co.	48				
Stuber & Kuck	55				
Superior Mfg. Co.	17				
Superior Spring Hinge Co.	32				
Jas. Swan Co.	29				
Thomas Savill's Sons	141				
Thomson-Diggs Co.	46				
Thompson Mfg. Co.	39				
Tiona Oil Co.	111				
Trimon Mfg. Co.	145				
Triner Scale Mfg. Co.	57				
Tritch Hardware Co.	121				
Turner Brass Works	136				
Union Foundry Co.	17				
Union Hardware & Metal Co.	53				
United Royalties Corporation	65				
Universal Caster & Foundry Co.	61				
U. S. Steel Products Co.	14				
U. S. Tire Co.	105				
Vaughan & Bushnell	28				
Wagner Mfg. Co.	37				
Walker Ke-Les Lock Co.	111				
Weed Chain Tire Grip Co.	109				
Weiskittel & Son Co.	17				
Wells Bros. Co.	139				
H. Wetter Mfg. Co.	17				
Wheeling Corrugating Co.	54				
Whittaker-Glessner Co.	54				
Whitton Hardware Co.	42-116				
A. Wilhelm Co.	91				
Will's Sprinkler Co.	50				
Hamp Williams Mfg. Co.	54				
J. H. Williams Co.	37				
Woodin & Little	143				
Wrought Washer Mfg. Co.	30				

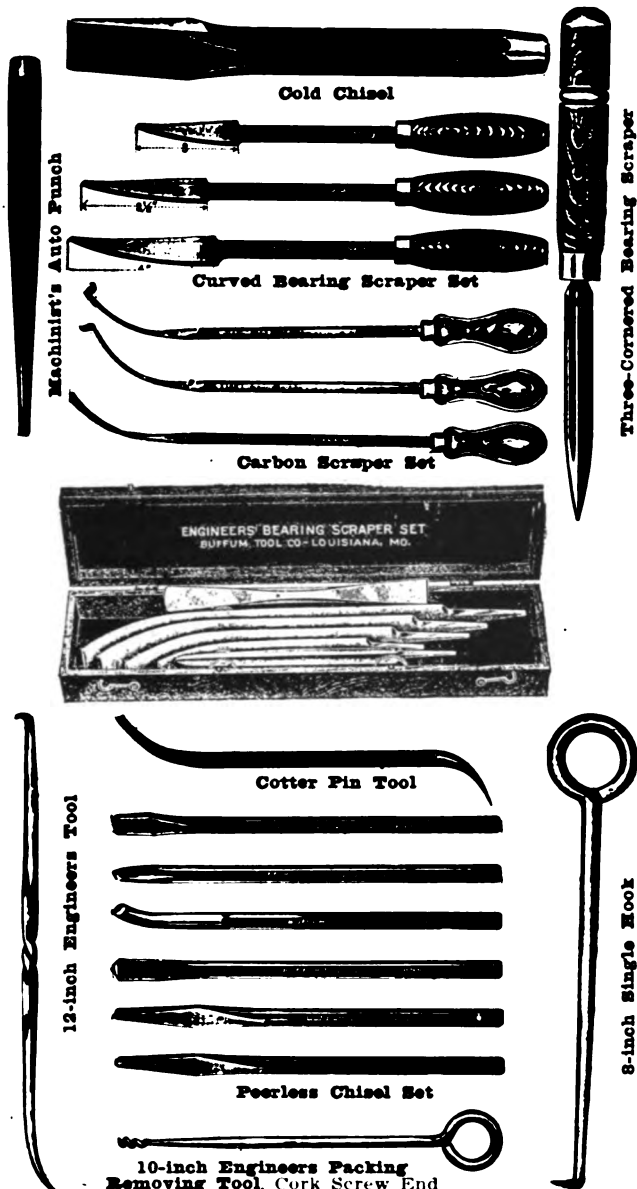


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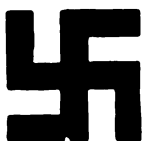
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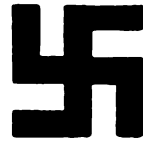
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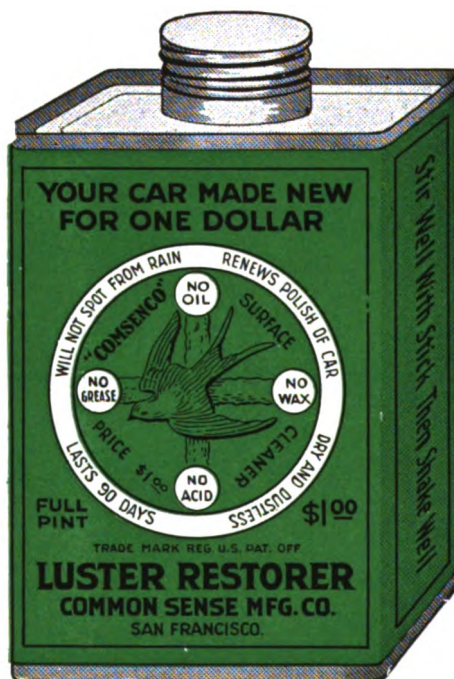
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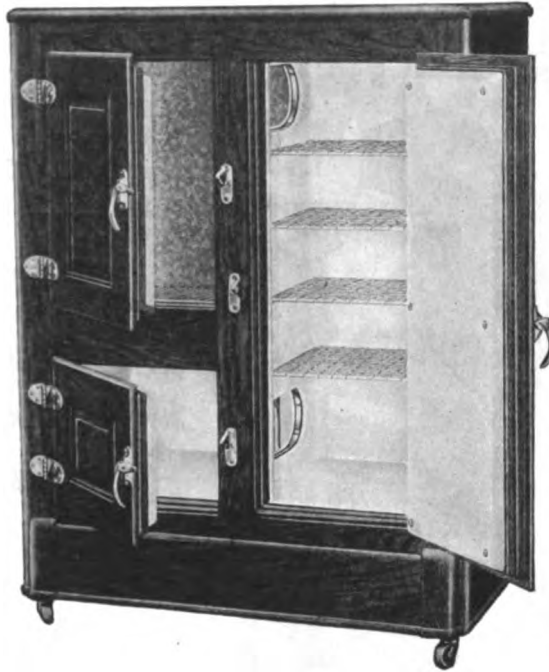
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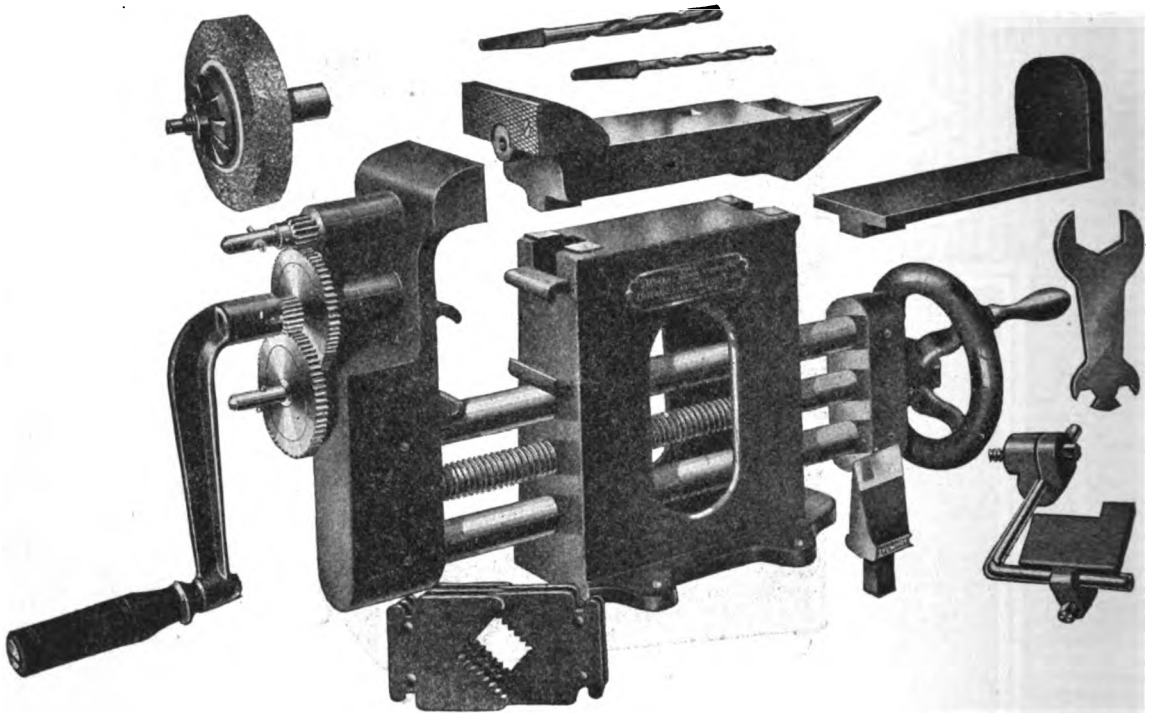
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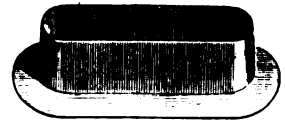
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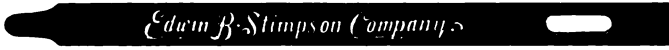
D-218



D-304



A-113



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D-7 Hook

New Style Leggin Spring



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A-92



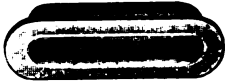
C-118

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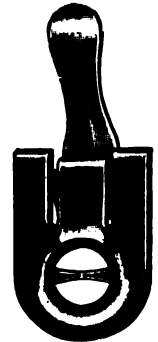


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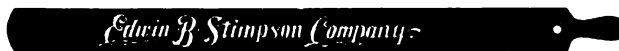


D-263



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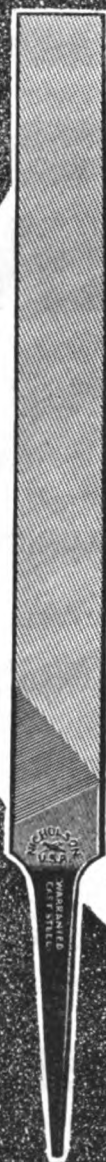
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Horse and Mule Shoes *and* Bull Dog Toe Calks

BEST IN THE WORLD

PHOENIX SHOES ARE KEPT IN STOCK
BY THE FOLLOWING HOUSES

PACIFIC HARDWARE & STEEL COMPANY
San Francisco, California.

WATERHOUSE & LESTER COMPANY
San Francisco, California, Etc.

PERCIVAL IRON COMPANY
Los Angeles, California.

NORTHWESTERN HDW. & STEEL CO.
Portland, Oregon.

J. E. HASELTINE & CO.
Portland, Oregon.

WEST COAST WAGON CO., Tacoma, Wash.
GRAY BROTHERS, Seattle, Wash.

HOLLEY-MASON HARDWARE COMPANY
Spokane, Washington.

SCOVEL IRON STORE COMPANY
San Francisco, California.

TAYLOR-SPOTSWOOD HARDWARE CO.
San Francisco, California.

SPOTSWOOD-HELPER COMPANY
San Francisco, California.

NORTHROP HARDWARE CO.
Boise, Idaho.

SALT LAKE HARDWARE COMPANY
Salt Lake City, Utah.

GEO. A. LOWE CO., Ogden, Utah.

MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

CHICAGO, ILL.

ROLLING MILLS AND FACTORIES — JOLIET, ILL., POUGHKEEPSIE, NEW YORK



The Union Fork & Hoe Co.

Manufacturers of a Complete Line of
High Grade

Forks, Hoes, Rakes and Hooks

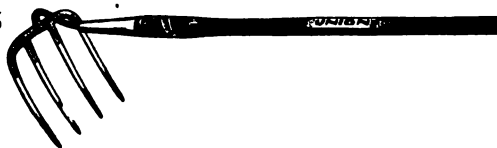
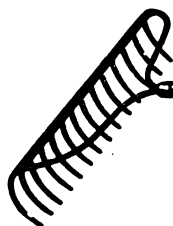


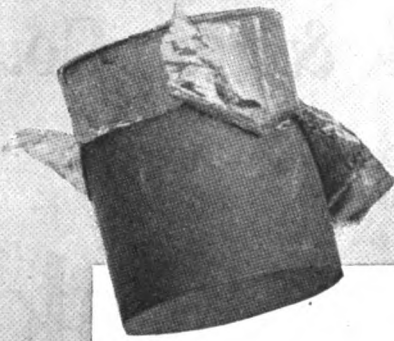
General Offices
COLUMBUS, OHIO

Factories
FRANKFORT, NEW YORK
COLUMBUS, OHIO



“They’re Just Right — Strong But Light”





Every man who comes into your store will thank you for introducing

Carborundum Razor Paste

APLIED to the sharpening side, it revives the sharpening powers of *any* strop—brings the dull razor quickly to an edge—lessens the need of honing.

Carborundum Razor Paste is the finest of Carborundum powder—a powder so fine that it floats for one hour—mixed with a scented wax put up in handy sticks.

You just rub it on the strop—then two or three strokes and the razor is ready for the finish stropping. It cuts the edge on the razor, cuts it quick and clean without injury to the finest blade without fuss or trouble.

Each stick is wrapped in tinfoil and packed in individual cartons

When ordering, see that you get the Carborundum Razor Paste Display Rack. A mighty attractive metal display lithographed in five colors, showing "Pete" at his best.

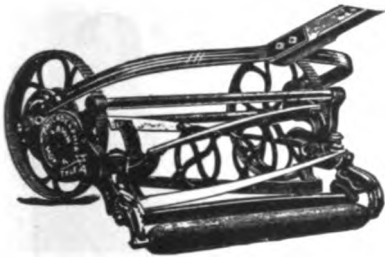


The Carborundum Company
Niagara Falls, N. Y.

ONLY THE GENUINE

“PHILADELPHIA”

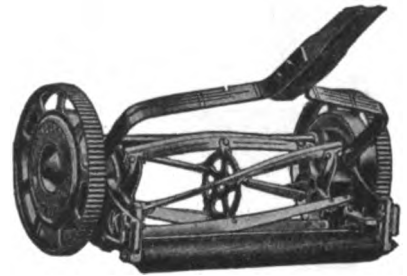
Lawn Mowers
HAVE
Vanadium Crucible Steel Blades



Style “A” and “Graham”—All-steel
Vanadium Crucible Steel Blades
Practically Indestructible

THEY STAND
IN A CLASS BY
THEMSELVES
THEY ARE

Distinctive



Style “K”—5 Blades
Plain or Roller Bearings

Every part and detail in manufacture receives discriminating care and attention in assembling, by skilled workmen, and thoroughly tested. This has been our policy for nearly a half century. These standards, strictly observed, make the “Philadelphia” the sturdiest lawn mowers in the world.

22 Styles HAND, 6 HORSE and 3 MOTOR Lawn Mowers

To meet every requirement

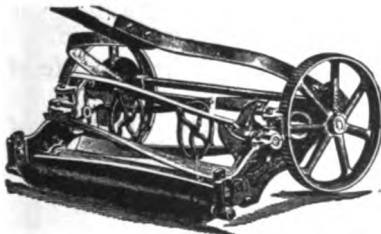
Another “PHILADELPHIA” Improvement

Roller Bearings are superior to old-fashioned ball bearings, which have only a pin point contact, wearing groove in cone, throwing cylinder out of alignment.



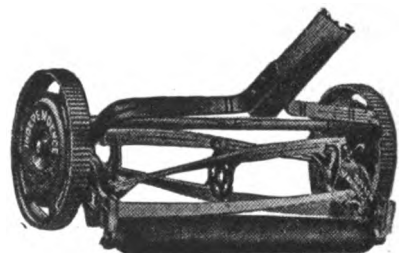
Showing case and cage
of roller bearings
made of case-
hardened steel

Roller Bearings have line contact along entire length of journal. The wear is straight and even. Easily taken up. Journals **always** straight and true.



Style “E” Removable Box Caps
Vanadium Crucible Steel Blades

Send for
Catalog



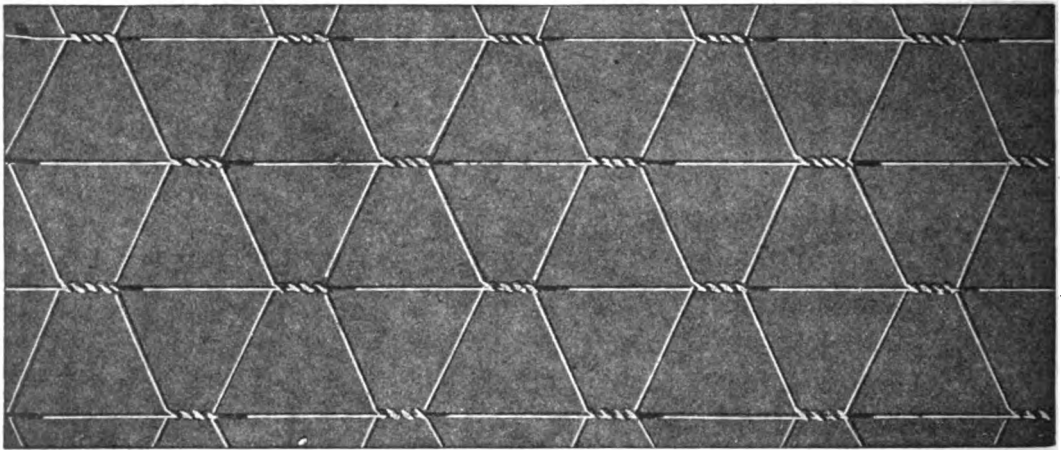
“Independence” Roller Bearings

The PHILADELPHIA LAWN MOWER CO.

31st and Chestnut Streets, Philadelphia, Pa., U. S. A.

HAVEN & HAVEN, 508 Mission Street, San Francisco, California, San Francisco Selling Agents

Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

AMERICAN STEEL & WIRE COMPANY
United States Steel Products Company

SELLING AGENTS

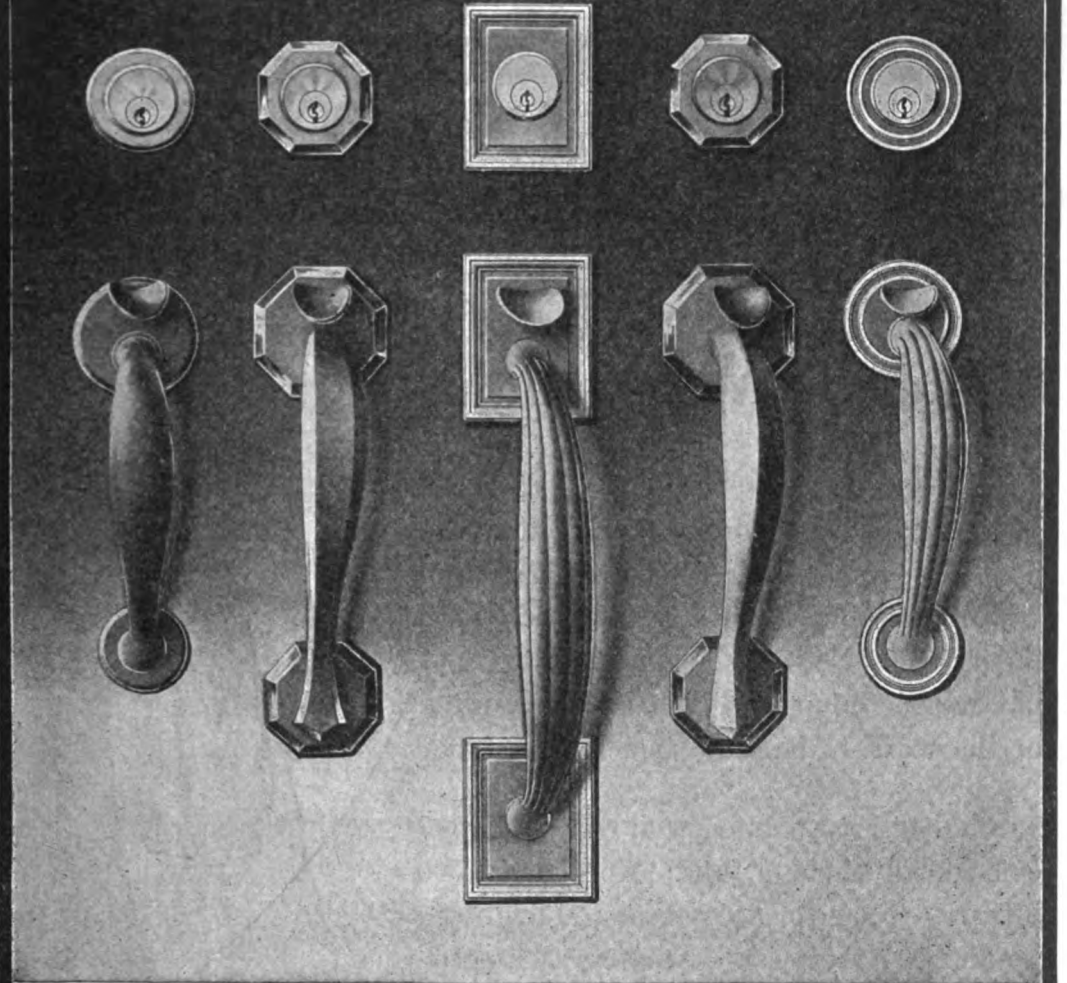
San Francisco

Los Angeles

Portland

Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition.



JUST A FEW

Out of a large assortment of door handles to be used with high-grade locks for entrance doors. They are right in line with modern ideas, and sure to please. The most popular trim for residence work. Folder K-82 shows the entire assortment. Sold by the best hardware dealers.

P. & F. CORBIN

The American Hardware Corporation Successor

NEW BRITAIN, CONN., U. S. A.

CHICAGO

NEW YORK

PHILADELPHIA

GOODELL PRATT

1500 GOOD TOOLS

It Takes the Right Tools to Make the Work Right

The men you sell tools to, must turn out work that is right or else they will lose their jobs. They cannot do the right kind of work without the right kind of tools. The right kind of tools means not only tools that are good, but also tools that are suited for the work to be done.

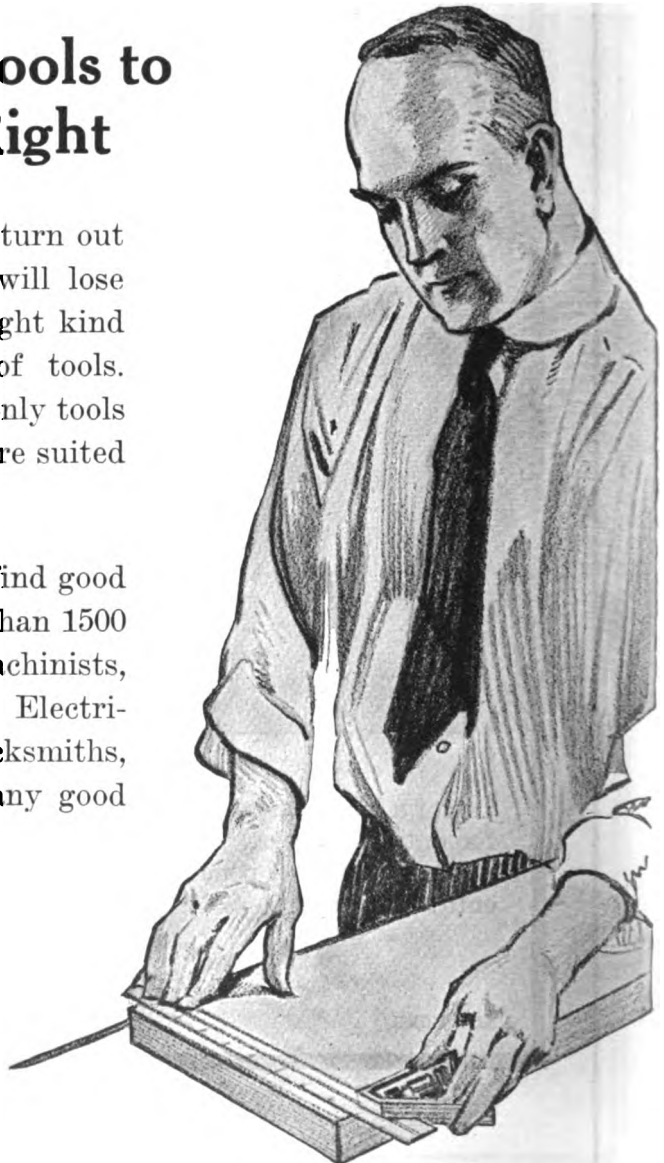
In our big red catalog, you will find good tools for all kinds of jobs. More than 1500 of them. Tools for Carpenters, Machinists, Repairmen, Motorists, Amateurs, Electricians, Jewelers, Butchers, Blacksmiths, Plumbers, Glaziers, as well as many good tools for household use.

Goodell-Pratt Company



Toolsmiths

Greenfield, Mass.
U. S. A.



CAST IRON SOIL PIPE

SHORT TALKS - - - - No. 12

The Drainage Pipe E-v-e-r-l-a-s-t-i-n-g!

"Summing up what has been observed it may be said that our experience of 250 years with cast iron pipe has not been sufficiently long to establish just what its life is."

Transactions — American Society of
Civil Engineers, Vol. LXXVIII, Page 812

**Soil Pipe is 'Cast Iron' Pipe; it, too,
will last for centuries** →

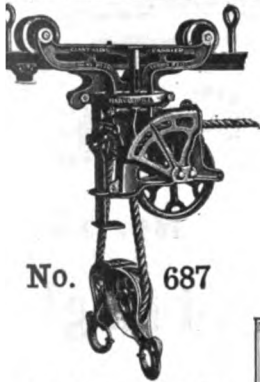


Campbell Mfg. Co. Gadsden, Ala.
Casey-Hedges Co., The... Chattanooga, Tenn.
Central Foundry Co. New York, N. Y.
Charlotte Pipe & Foundry Co. Charlotte, N. C.
Coosa Pipe & Foundry Co. Birmingham, Ala.
Crown Pipe & Foundry Co. Jackson, Ohio
Gadsden Pipe Co. Gadsden, Ala.
Haines, Jones & Cadbury Co. Philadelphia, Pa.
Johnson Co., J. D. New York, N. Y.
Krupp Foundry Co. Lansdale, Pa.
Medina Foundry Co. Medina, N. Y.
National Foundry Co. of N. Y., Inc. Brooklyn, N. Y.

National Pipe & Foundry Co. Attalla, Ala.
Reading Foundry & Supply Co. Reading, Pa.
Salem Brass & Iron Mfg. Co. Salem, N. J.
Sanitary Co. of America. Linfield, N. J.
Somerville Iron Works. New York, N. Y.
Standard Foundry Co. Anniston, Ala.
Superior Mfg. Co. Bessemer, Ala.
Union Foundry Co. Anniston, Ala.
Weiskittel & Son Co., A. Baltimore, Md.
Wetter Mfg. Co., H. Memphis, Tenn.
Abendroth Brothers. Port Chester, N. Y.
Alabama Pipe & Foundry Co. Anniston, Ala.
American Foundry & Pipe Co. Penns Sta., Pa.
Anniston Foundry Co. Anniston, Ala.
Bessemer Soil Pipe Co. Bessemer, Ala.

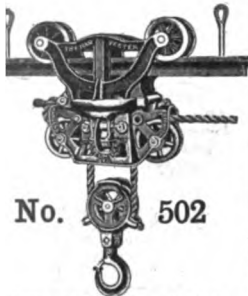
*Illustrated literature will be sent on request by any or all of the above
independent and competing makers of Cast Iron Soil Pipe and Fittings*





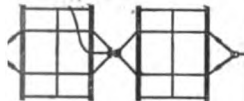
No. 687

GIANT SLING
CARRIER



No. 502

HARVESTER FORK
CARRIER



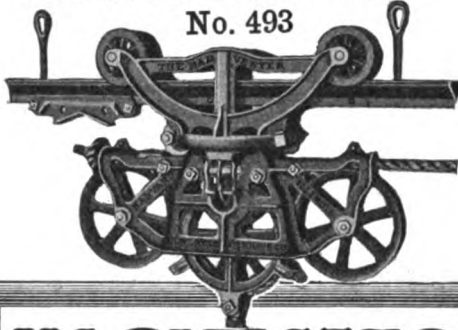
No. 56
No. 58



SLINGS

HARVESTER FORK CARRIER

No. 493



HARVESTER HAY TOOLS

FOR

STEEL, WOOD OR CABLE TRACK

Harvester Hay Tools are built so that they sell on sight—their advantages strike your customers the moment they lay eyes on the Carriers.

They are bigger—stronger—better and more practical than the ordinary carriers, and their few parts, extra strong build and heavy duty design are insurance against broken or worn out carriers in haying time. The name "Harvester" means reliability in the fullest sense of the word.

In addition to the great existing demand for these goods, we have special 1918 advantages that make this the one line of maximum sales and profits.

Send for the elaborate
HARVESTER HAY TOOL CATALOG
and our proposition to you

HUNT, HELM, FERRIS & CO.

Main Office and Factory
15 Hunt St., HARVARD, ILLINOIS

Pacific Coast Distributors:

Pacific Hardware & Steel Co., San Francisco, Calif.
Honeyman Hardware Co., Portland, Ore.
Seattle Hardware Co., Seattle, Wash.
Morse Hardware Co., Bellingham, Wash.
Yakima Hdwe. Co., Yakima, Wash.
Holley-Mason Hdwe. Co., Spokane, Wash.



No. 575

HARVESTER CROSS
DRAFT CARRIER



No. 504

HARVESTER CABLE
CARRIER



STAR HAY CARRIER
TRACK No. 142



No. 125

No. 112

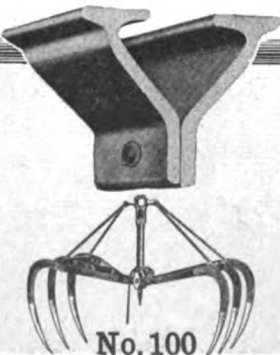
PULLEYS



No. 95



No. 96



No. 100
FORKS



No. 98



No. 94

Sell the stumping powders that do better work

Farmers say:

Used Tons

"I used about eleven tons of your Giant Stumping and Eureka Stumping Powder last year. The stumps removed were from eighteen inches to five feet in diameter and we had the very best of satisfaction with both grades of stumping powder we purchased from you."

H. F. SAMUELS,
Spokane, Wash.

Requires No Thawing

"I can strongly recommend your Giant Eureka Stumping Powder, as I have had better results from it than from any other powder I have used. It has no sickening fumes and requires no thawing."

A. E. ADKINS,
Woodbury, Ore.

Wide Breaking Powder

"Eureka Stumping Powder has a wide breaking power and less fumes and gases to contend with after being exploded than any other powder."

G. L. METZGER,
Hillsdale, Ore.

Wants to Get Rid of Other Brand

"I bought five boxes of Eureka Stumping Powder and now I want to sell a lot of other powder that I have. The other powder makes me terribly sick when I try to use it, while Eureka does not give me the least sign of sickness or headache."

RUDOLPH STADELI,
Russellville, Ore.

Best He Has Used

"Eureka shoots the roots and spreads wide in the ground instead of going down. It is the best powder we have used."

G. S. MCCARTNEY,
Russellville, Ore.

Used All; Prefers Eureka

"I have used practically every powder on the market and I find there is more strength in Eureka than in any other."

J. L. EIDSON,
Silverton, Ore.

Thousands of farmers in every Pacific Coast State use Giant Farm Powders exclusively. Many of them have tried other makes but have found that the Giant brands give them better results at lower cost. Read the letters from some of these farmers and you will see why merchants who sell Giant Farm Powders are selling them in larger volume every season.

Your trade will prefer



because they are made in the West especially to suit Western conditions. They are the only genuine "giant powders." They are made in two brands, Eureka Stumping, a money-saving, low-freezing explosive, and Giant Stumping, the pioneer western farm powder. They are the product of the oldest manufacturer of high explosives in the United States.

If you want more profit

from your business in explosives, we will help you to get it. We will supply you with valuable books on stump blasting, tree planting, subsoiling and ditch blasting, to give to your trade. We will send you the names of farmers who write us as a result of our extensive advertising in 18 farm papers and many large newspapers reaching 590,000 farmers each issue. We will furnish free fence signs, store signs, newspaper electrotypes, etc.

Our book, "Helping the Retailer Sell Giant Farm Powder," tells how we co-operate with the hardware trade. You will find it well worth sending for. Write to-day. The coupon now will bring it quickly.

The Giant Powder Co., Con., San Francisco
227 First National Bank Bldg.

Send your book, "Helping the Retailer Sell Giant Powders."

Firm Name.....

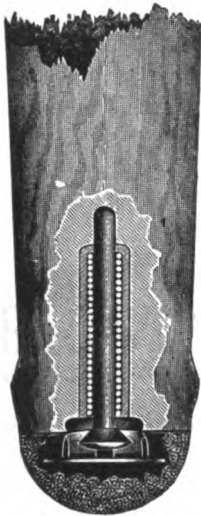
Address

Buyer's Name

The New Boston Rubber Chair Tip

Sprin GriP

TRADE MARK



PATENTED

SEND FOR CATALOG

THE RUBBER TIP AND ITS PARTS

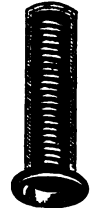
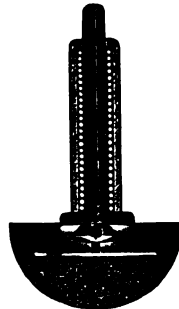
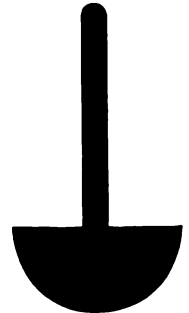
BRASS WASHER



BRASS NAIL



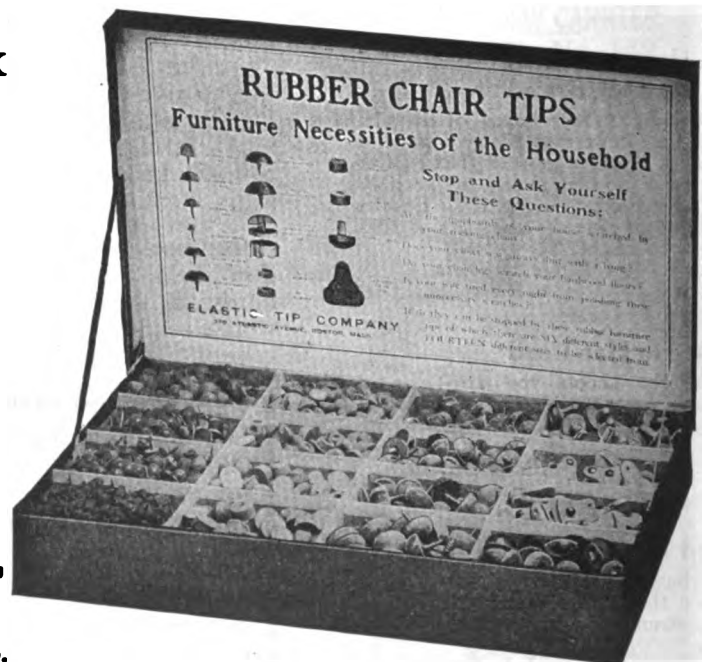
SPRING SOCKET

COMPLETE TIP
ASSEMBLEDRUBBER TIP
WITH THE BRASS
WASHER AND NAIL
MOULDED IN SAME

Assortment Box
of
Rubber Chair
Tips for
Furniture

THE ELASTIC TIP CO.

370 Atlantic Avenue
BOSTON . MASS.





Up-to-date System for Retail Stores

Electrically Operated National Cash Register

Great labor-saving machine for retail merchants.

It does 15 things in three seconds.

It does quickly what clerks can't do.

Tells which clerk sells the most goods.

Advertises your goods direct to your customers.

The New N. C. R. Credit File

Cuts out all bookkeeping of customers' accounts.

No customers' ledger, blotter or day-book.

Every customer's account balanced to the minute.

Complete record with one writing.

Saves time and work for clerks.

Customers like it; it saves their time.

Prosperity is increasing. Freight congestion is growing greater. Hence don't delay.

Order now and get the profits which our system will make for you.

It more than pays for itself out of the money it saves. Sold on small monthly payments.

Old cash registers repaired, bought, sold, rebuilt and taken in exchange for new registers.



Adapted to retail stores of all kinds, from the smallest to the largest

To Dept. 137-A, National Cash Register Co., Dayton, Ohio

Please send me full particulars of your latest model cash register and the new N. C. R. credit file.

Get the benefit of these prosperous times

Name _____

Business _____

Address _____

Cut out this coupon and mail it today

1847 ROGERS BROS.

SILVERWARE

When Your Salesmen

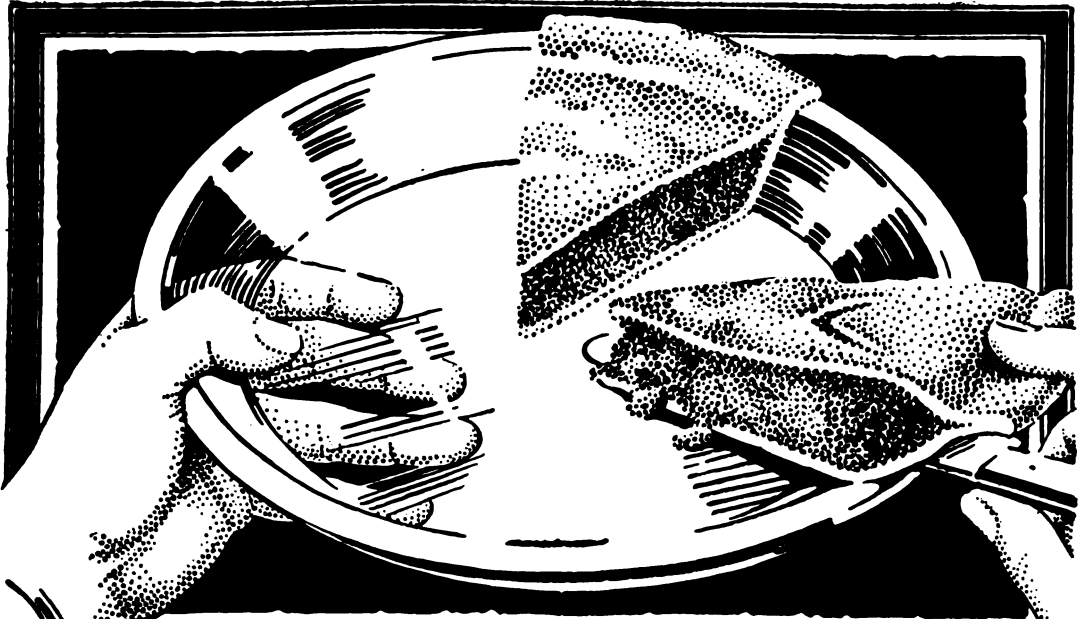
call the attention of the customer to the fact that this silverware has behind it seventy years of knowing how, they give the best assurance as to quality. They bring to bear a powerful argument that is being featured this year in sixty million copies of the leading magazines.

Write for particulars regarding window cards, etc., that will help you to handle this ware.

**International Silver
Company**
Meriden, Conn.

150 Post Street
San Francisco





The PYREX Pie Plate

is the ideal dish to sell the housewife to convince her of the labor, time and food-saving advantages of a Pyrexed kitchen.

Every woman will eventually buy Pyrex—her inborn desire for a baking ware that is durable and always new, makes her want Pyrex.

PYREX Transparent OVEN-WARE

Has the name on every piece

Should be well displayed, for it combines a baking and table-serving ware.



For Holiday Gifts

PYREX GIFT SETS

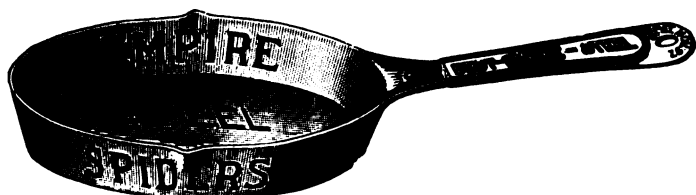
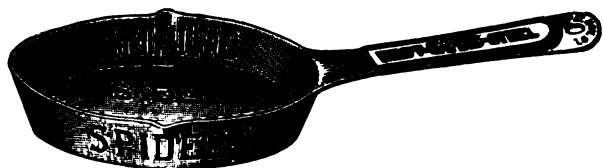
attractively boxed—render it easy to sell a number of pieces to one customer. Made in plain and engraved ware.

A complete stock, well displayed will add to your holiday profits.

Pyrex Sales Division, CORNING GLASS WORKS

128 Tioga Avenue, Corning, N. Y., U. S. A.

Genuine "Empire" Spiders



Cost no more
than Imitation
or Inferior Ar-
ticles.

**BUT they BUILD
UP YOUR TRADE
and SATISFY
YOUR CUSTO-
MERS.**

Insist on the

**Genuine
"Empire"**

If You Want Ware of
Uniform and Highest
Quality.

**Examine Sam-
ples of this Ware
and Prove it for
Yourselves.**

**SOLD by ALL FIRST CLASS JOBBERS THROUHOUT *the* WEST
ORDER THROUGH THEM**

WM. P. HORN CO., PACIFIC COAST REPRESENTATIVES
LOS ANGELES RIALTO BUILDING, SAN FRANCISCO, CAL. PORTLAND

NEW YORK STAMPING COMPANY
BROOKLYN, NEW YORK

Save Food Waste!
YOU buy a kitchen chopper to save food waste. Of course! But, working properly will save you money.

For Kitchen Thrift

ALLOW no waste! is the slogan, appeal of the Food Administration.

How is a chopper that finds a use for everything of value? Turn "chopped" meats, poultry, fish, vegetables, fresh bread, into soups, casseroles, stews, and the butcher's chopper cuts into juicy, succulent, digestible forms.

But, more important—this KNIFE-AND-PLATE "Enterprise" Chopper allows no waste! It wastes no food or food essence, in preparation.

To use "Enterprise" chopper, "allow no waste" in your kitchen. "Enterprise" chopper is the only one that does this. "Enterprise" chopper is the only one that does this. "Enterprise" chopper is the only one that does this.

Today every "chopper" and "chopper" have in chopper, and the housewife must discriminate among choppers.

The time, your own self-interest, (first, itself, call upon you to choose the "Enterprise" Meat and Food Chopper. Every piece of meat and food chopped in it retains every particle of juice and flavor, all the vitamins.

The cutting principle, like your scissors, is right, "cut" against steel. How it cuts is illustrated in a four-bladed steel knife revolves against the inner surface of a perforated steel plate.

These "Enterprise" "Steel Cut" choppers cut close. All meat and food is chopped into uniform morsels and without waste!

On this page the chopper is taken apart, so that you will understand it and know the kind to buy. Ask your dealer for this new demonstration.

The Enterprise Mfg. Co. of Pa., Philadelphia

"ENTERPRISE" MEAT-AND-FOOD CHOPPER

A Secret of Food Saving

She knows the "short cut"—she can "make" it for her. She knows also that STEEL.

The knife-edge is sharp, as any one can see. The one crossing the other, like a scissor, gives the true short cut! And the perforated steel plate are the secret of food saving.

In the Service of the American Housewife

These big national magazine advertisements, reproduced in miniature, show how we are co-operating with you to help the women of your community.

Through the leading household periodicals, of a total circulation of more than five million copies monthly, we're demonstrating in the homes of the people how and why the

"ENTERPRISE" Meat-and-Food Chopper

—the Chopper that cuts—is the one for the housewife to use in her fight against food waste; and why so-called "food" choppers, with cast-iron cutters, fail in this important object.

Thus, the messages of THRIFT, conveyed by this big advertising campaign, mean that the women of your community will come to you with a knowledge and an understanding of what really constitutes efficiency and saving in a kitchen chopper. They will look to you to supply them with the genuine "Enterprise" Meat-and-Food Chopper—the knife-and-plate machine. Family size, No. 5, \$2.50; larger sizes, \$4.25 and up.

"ENTERPRISE" Grinding Mills

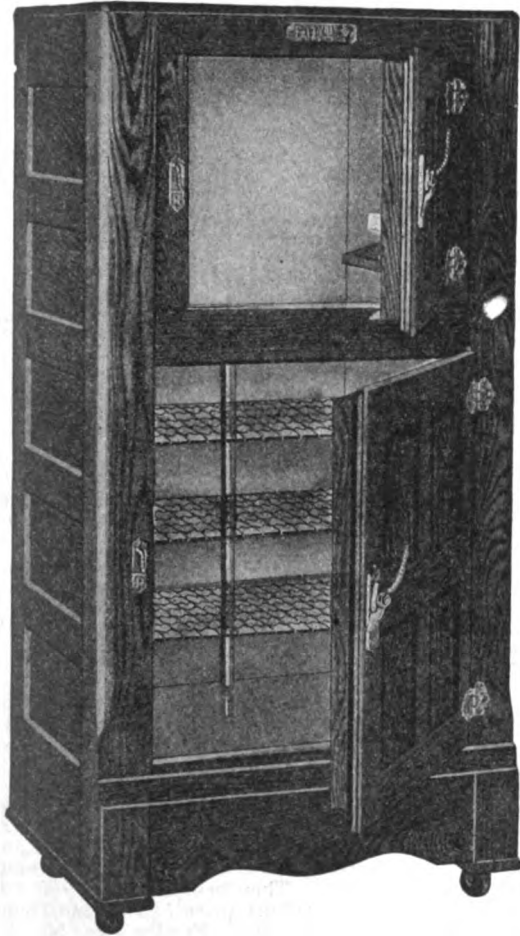
for grinding all kinds of cereals and corn at home, supply a newly-developed need. Women everywhere are following the suggestion of Government Bureaus, etc., to grind their own whole-wheat flour and corn meal. They're ready to buy grinding mills. Are you ready to supply them? The "Enterprise" line offers a variety of styles and prices. Mills Nos. 0, 00, 1 and 2 (see catalog) are especially well adapted for grinding cereals and corn. They grind coffee as well.

YOU CAN MAKE GOOD PROFITS AND MEET ALL COMPETITION WITH "ENTERPRISE" SPECIALTIES

If you haven't the "Enterprise" Catalog, write for a copy. Circulars of "Enterprise" Specialties, imprinted with your name and address, supplied on request

The Enterprise Mfg. Co. of Pa. :: Philadelphia, U. S. A.

BALDWIN Dry-Air Refrigerator



"The Box with the Steady Cold Wave"

Refrigerator

150 Handsome Styles

**ASH, OAK, SOFTWOOD CASES;
OPALITE GLASS, VITRIFIED POR-
CELAIN, AND METAL LINED**

"The Cold, Clean Kind"

Baldwin's do better work with less ice than any other refrigerator made. They keep food preserved in the best possible manner, because of their positive one way current of absolutely pure, cold, dry air, moving swiftly around articles stored, and constantly cooling and purifying every square inch of the refrigerator.

Many Baldwin Refrigerators in constant use for 35 years are still giving the utmost satisfaction.

Don't sell a "cheap" refrigerator—it wastes your customer's money and is a source of annoyance every day he uses it.

Baldwin's are lined with snow-white opalite glass 7-16 inch thick; vitrified porcelain, seamless porcelain, white enamel or metal. There are 150 styles in stock. Don't experiment with new makes of unknown quality—sell the Baldwin—the "kind the old folks used."

SEND A POSTAL FOR OUR BIG CATALOG

The Baldwin Refrigerator Co.

BURLINGTON, VERMONT

FOOD CONSERVATION AND PROFITS

The women of America are aligned to prevent food waste. The great nation-wide movement for conserving the food supply has been started by frugal, patriotic women, the ones who will buy

UNIVERSAL Food Choppers, Bread Makers Coffee Percolators

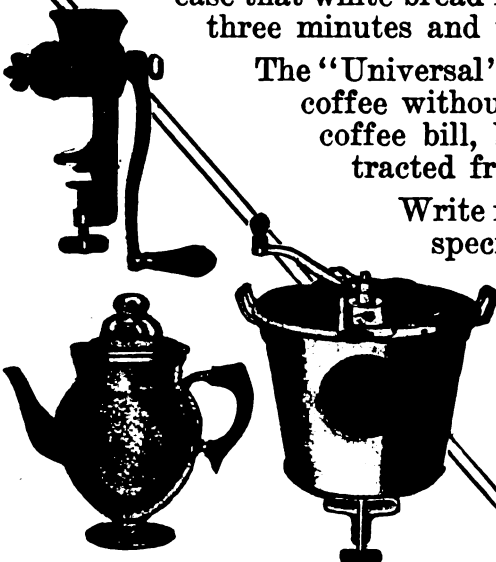
It is up to you to get behind our Food Conservation Campaign, and cash in on the imminent demand for these products.

By the use of the "Universal" Food Chopper the left-over bits of food are made into delicious and appetizing dishes and the price of the chopper is saved in no time.

With the "Universal" Bread Maker whole wheat, rye or graham bread is made with the same certainty and ease that white bread is made. Just to turn the crank for three minutes and the dough is perfectly kneaded.

The "Universal" Coffee Percolator makes delicious coffee without boiling. Saves one-third on the coffee bill, because every bit of flavor is extracted from each grain of coffee.

Write for information concerning our new special window trim and sales helps.



Trade



Mark

Landers, Frary & Clark
New Britain, Conn.



Sell Saws That are Mechanically Right

That is the way to satisfy your customers. They want saws that cut right, that hold their cutting edge, that are made of high grade steel. While the carpenter is today not so much interested in finish, he still likes to have a good looking saw and surely there is no other which compares with the Simonds in finish.

There is none which excels it in quality. It leads them all in profit to Dealer and value to Customer. Send for catalog and terms.

Simonds Manufacturing Company

"The Saw Makers"

Portland, Oregon
San Francisco, California

Seattle, Washington
Vancouver, B. C.

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**Pop Up—Automatic Lawn Sprinkler In Operation On the
Grounds of the**

UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very coarse stream. Made for half inch connections. Has 25'-0" distribution with 75 pounds pressure. Made of non-corrosive metals. Has but three parts, nothing to wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for sample—booklet and prices. For Sale by

W. D. ALLEN MFG. CO., Chicago, Ill.

PITTSBURG VALVE & FITTING CO., Barberton, Ohio.

or

AUTOMATIC LAWN SPRINKLER CO.

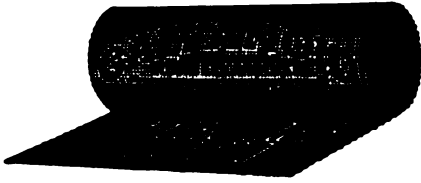
Salt Lake City, Utah



Closed



Open



Facts on Galvanoid

GALVANOID is heavily electro zinc coated **after** weaving by our superior galvanizing process.

GALVANOID then receive a covering of transparent varnish, which protects the pleasing gray finish and adds to the firmness and life of the cloth.

GALVANOID is firm, durable and attractive. It is quality goods and looks it.

GALVANOID has "made good" with the trade, having justified our claims that it is the **best** galvanized cloth at **any** price.

"Its Popularity Grows"

Order from your jobber. If he does not handle Galvanoid, write us and we will see that you are supplied.

AMERICAN BRAND Quality—Service STEEL WIRE CLOTH

We also manufacture
PAINTED GALVANIZED
AMERICAN BRONZE
GALVANOID ENAMELED
COPPER SPECIALS

**American Wire Fabrics
Company**
Chicago

Factories:
Clinton, Ia. Niles, Mich.
Mt. Wolf, Pa.

DETROIT AUTOMATIC HARDWARE SCALE

A Machine that Automatically pays for itself in the saving of time and overweight.



Model No. 74
Hardware Scale

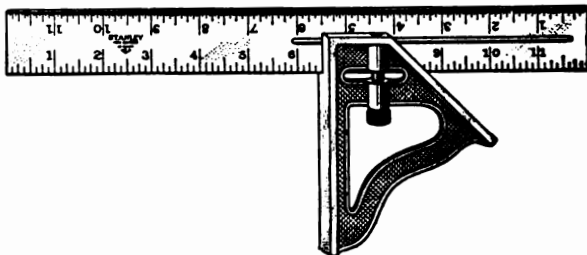
It tells instantly and Automatically the Weight, Price and Value of any commodity placed on the platform

Sold for Cash or on Easy
Monthly Payments

"Ask Us About It"

Detroit Automatic Scale Co.
Detroit, Michigan

Stanley Tools



Stanley Adjustable Try and Mitre Square, No. 21

One of the handiest tools in the Carpenter's Kit. Especially useful for doing short work about windows, doors, etc., or in putting on butts or locks.

The **Blade** is adjustable and as it can be reversed, provides any size of try or mitre square within the capacity of the tool. In reversing, it is not necessary to remove the blade from the handle, consequently the tool is always assembled and ready for use.

The locking device is such as to insure the blade being firmly and accurately secured at any point desired. The edges of the blade are machined, graduated in 8ths, 16ths and 32nds of inches, and the tool is square inside and out.

It is also an excellent depth and marking gauge.

Both Handle and Blade are nickel plated. Made in three sizes.

We are prepared to quote attractive prices.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work



Specially Adapted for Hardwood Working

The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface.

It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-ribbon moulding and mortising, etc.

Manufactured by **THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.**

Inquire of your Hardware Dealers or write us direct.

Supplied in Sets.

Write for Catalogue.



EASY TO GET RID OF THE POCKET
GOPHER WITH THE

O. K. GOPHER TRAP

SURE TO CATCH & SURE TO HOLD

Manufactured by

The Abingdon Trap Co.

ABINGDON, ILLINOIS, U. S. A.

FOR SALE BY LEADING JOBBERS
THROUGHOUT THE WEST

THE TRAP THAT TAKES THE GO OUT OF GOPHER



HOW ABOUT THE "Handy-Man-About-the-House"

Almost every home can use and really needs tools of some kind and this is a field which many dealers neglect to cultivate. But in many of these homes are potential amateur mechanics who would, if assisted and encouraged, develop into regular purchasers of not only a variety of tools, but also other hardware. Almost every man has some mechanical ability and we all like to see the results of our own skill. All that lots of them need is a start. **Cultivate this field.**

Encourage the "home-mechanic" in your newspaper advertising and window displays. Show good samples of home-made cabinet work. Suggest it in various ways that your local conditions offer and you will have opened up a field of large possibilities.

Sell them only high-grade tools. Enquire what kind of work they intend doing and give them the particular style suitable for that work. Many a customer has been lost because a clerk was not sufficiently interested in the customer's needs. For instance, no better saw is made than the DISSTON, but a 6-point hand saw is not suitable for cabinet work in hard wood. The amateur is consequently discouraged at the outset. See that he has the right quality and type of tools at the start and his enthusiasm will bring him back to add to his kit and equipment as his skill and requirements expand.

A fine foundation is a set of

DISSTON SAWS

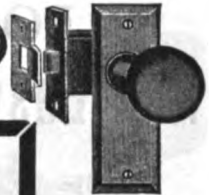
Other Disston Tools are of the same high standard.

HENRY DISSTON & SONS, Inc.

PHILADELPHIA



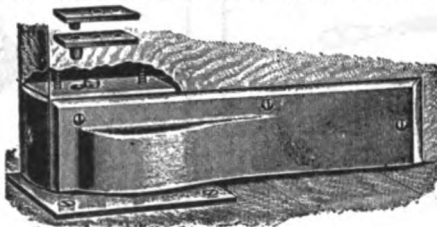
U. S. A.



THE SHELBY "CHIEF"

The Well Known Surface Floor Hinge That Made the Shelby Line of Builders' Hardware Famous

Recognized
as the
World's
Best
Floor
HINGE

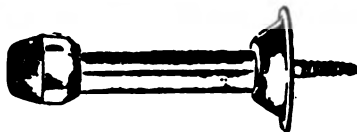


Made at
Shelby,
Ohio.
Sold
Every-
where

Get Catalog and Prices on our large line of Builders' Hardware and we will get your business.

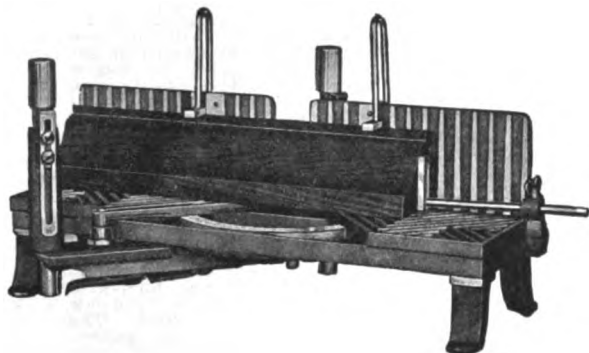
THE SHELBY SPRING HINGE CO., SHELBY, O.

Coast Representatives:
Pond Hdw. Specialty Co., Los Angeles, Cal. D. L. Herman, Seattle, Wn.



Stock the MARSH Line

It's Easy to Sell

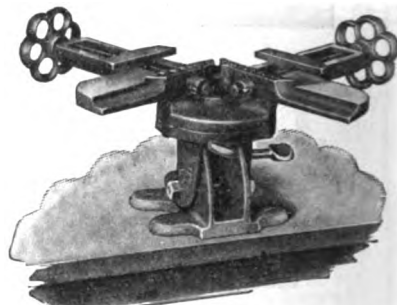


BECAUSE

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BEST

It's Known
the World Over



We manufacture Quality Miter Machines, Vises, Sanders, Choppers, Iron and Steel Miter Boxes. **Q** The BEST that money can PRODUCE and the PRICES are RIGHT.

Write for Circulars and Prices

H. C. MARSH COMPANY, 212 Race St., Rockford, Ill.

OMER COX
Underwood Bldg., San Francisco, Cal.

SANDS & COX
San Fernando Bldg., Los Angeles, Cal.

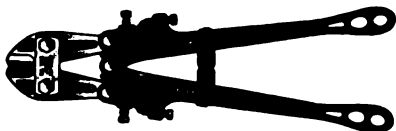
← **WESTERN REPRESENTATIVES** →

STRIMPLE & COX
L. C. Smith Bldg., Seattle, Wash.

JONES & COX
Newhouse Bldg., Salt Lake City, Utah

TAYLOR & COX
Ideal Building, Denver, Colorado

PORTER'S New Easy Bolt Clippers



Are you handling the
10-in. and 14-in. O.K. Cutters?
If not, my Pacific Coast representatives
will tell you why you should.

Address

Omer Cox,
Underwood Bldg.,
San Francisco, Cal.

Jones & Cox,
Newhouse Bldg.,
Salt Lake City, Utah

Sands & Cox,
San Fernando Bldg.,
Los Angeles, Cal.

Taylor & Cox,
Ideal Bldg.,
Denver, Colorado.

Strimple & Cox,
L. C. Smith Bldg., Seattle, Wash.

H. K. PORTER

Bolt Clipper Specialist

6 ASHLAND STREET, EVERETT, MASS.

The "PONY"

Is the very best Hand Machine that
money can buy, for setting Tubular
or Bifurcated Rivets



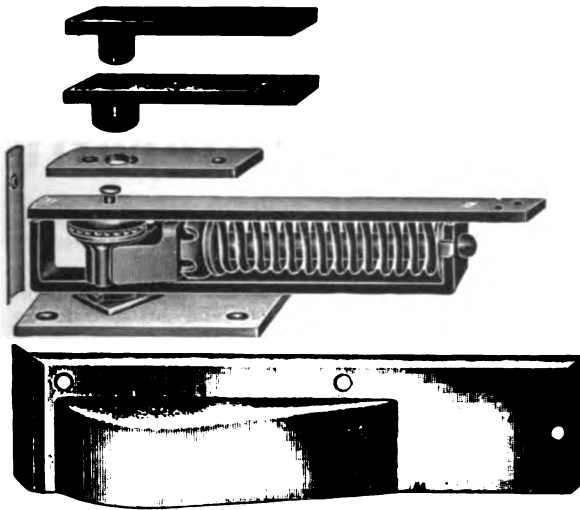
IT'S GUARANTEED

SOLD BY JOBBERS EVERYWHERE

Made by

F. H. SMITH MFG. CO.

CHICAGO, U. S. A.



Enlarged cut of "STANDARD" DOUBLE-ACTING SPRING FLOOR HINGE, showing Side and End Plates and Top Pivot.

DOUBLE-ACTING SURFACE FLOOR HINGES,—DOUBLE-ACTING CHECKING FLOOR HINGES,—SINGLE-ACTING CHECKING FLOOR HINGES.

Six different types—in different sizes of each.

We are the only exclusive FLOOR HINGE manufacturers in America and manufacture the largest line known.

Write for information and prices on the only complete line.

THE STANDARD MFG. CO., Shelby, Ohio, U. S. A.

THE ADDED DURABILITY OF

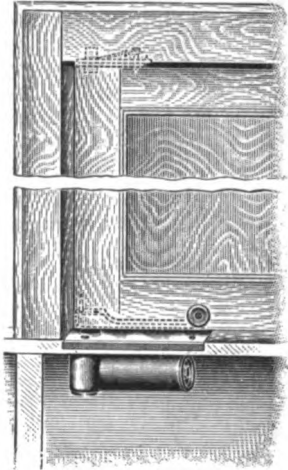
"Standard" Floor Hinges

has been fully proven by the most severe tests as well as years of actual experience of the dealer and user.

In offering you our line, we are offering the largest line of FLOOR HINGES known—"STANDARD."

All of our products are built of high grade material and by skilled mechanics devoting their entire time to the development and manufacture of the "STANDARD" line of Floor Hinges.

You can select from the "STANDARD" line any type of a FLOOR HINGE you wish—



"STANDARD" CHECKING FLOOR HINGE, for either single-acting or double-acting doors.

"YANKEE" QUICK RETURN In 3 Sizes

With spring in the handle to drive bit back quickly. Holds it extended for overhead work.



No. 130—For all general work. Very popular.

No. 131—Heavy pattern, for general house carpentry and heavy screw driving. Becoming very popular.

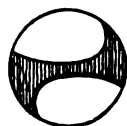
No. 135—Small size, for smaller screws, electrical work, and wherever a large number of small screws are frequently driven.

Your Jobber will supply you.

NORTH BROS. MFG. CO.
Philadelphia, Pa.

LEBANON

A Different Bit—A Bit Different



Note the
"Z" Twist
and Quick
Boring Spur

The Lebanon Bits are different—different in such practical, common-sense, value-making ways, that their differences strongly recommend them to experienced dealers and buyers.

They are designed in a different way. With the famous "Z" twist and keen-cutting edges, Lebanon Bits sever the wood like a sharp chisel and bring out the chips without heating.

Lebanon Bits bore from 40 to 60 per cent further with the same number of turns than any other bit on the market, and leave clean, chipless holes behind them.

Dealers and jobbers will find the Lebanon bit, backed by strong sales policy, an exceedingly attractive proposition. Write

The Lebanon Machine Company

Lebanon, New Hampshire

San Francisco:
DUNHAM, CARRIGAN &
HAYDEN CO.



Salt Lake City:
E. C. COFFIN CO.
303 Atlas Bldg.

"Easy Emptying" Grass Catchers

"Favorably known
the world over"
now made with

**Re-Inforced
Non-Slipping
Bottom**

**Rigid Light
Durable**

Many exclusive
patented features
and strong selling
points explained in
Catalog No. 14.

Write for it



Some of Our Pacific Coast Jobbers
California Hdw. Co. Pacific Hdw. & Steel Co.
Falling-McCalman Co. The Schaw-Batcher Co.
Koneyman Hdw. Co. Schwabacher Hdw. Co.
Kelley-Mason Hdw. Co. Seattle Hardware Co.
Marshall-Wells Hdw. Co. The Thomson-Diggs
Co. Co.

Dunham, Carrigan & Hayden Co.

The Specialty Mfg. Co.

St. Paul, Minn., U. S. A.

The Parker Line 8 of Wire Goods

ARE KNOWN ALL OVER THE UNITED STATES

They are *Standard,
Well Finished, Well Packed
and Sharp Threads*

TRY US WITH YOUR NEXT ORDER



**Parker Wire
Goods Co.**

Worcester, Mass.



THE JAMES SWAN COMPANY

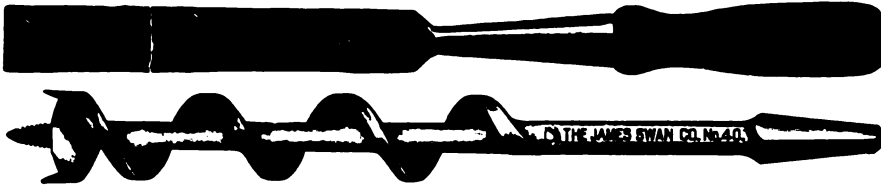
SEYMOUR

CONN.

Bits
Augers



Chisels
Draw Knives



Nail Sets
Gimlets



Gouges
Screw Drivers

NEW YORK OFFICE, 100 LAFAYETTE STREET

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION.

SOLD BY THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

A New Appliance— Old in Experience

To you, perhaps, the R-W Door Closer and Check for swing doors needs no introduction. We placed it on the market two years ago, but have never advertised it because we could not fill the orders as fast as they came in. The material we insist on using in the manufacture of this Door Check has been hard to get, and we refuse to fill orders with a substitute.

Lately our efforts to get this material have met with better results; that's why we are presenting the Richards-Wilcox Door Closer and Check publicly now for the first time.

REASONS WHY RICHARDS-WILCOX No. 643 HAS MET WITH PARTICULAR FAVOR

Spring cannot be overwound.
Liquid occupies a separate chamber from spring mechanism, which prevents leakage of oil.

Adapted to right or left-hand swing doors.

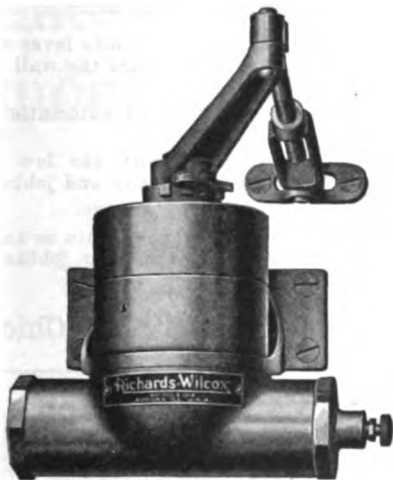
Simple and effective spring adjustment.

All parts machined to a perfect fit and are interchangeable.

Made in six sizes for various weights of doors.

Regularly finished in gold bronze. Finished in silver bronze or ivory black without additional charge. Prices for other finishes on application.

Fitted with soffit, flush or corner bracket; or furnished without bracket.



No. 643 Door Closer and Check is a worthy addition to the R-W line, and conforms in every respect to the high character established by Richards-Wilcox products. It will uphold your reputation with your customers.

Write for folder giving complete description and prices. Sent without obligation.



Richards-Wilcox Manufacturing Co

SAN FRANCISCO
LOS ANGELES
NEW YORK
CHICAGO

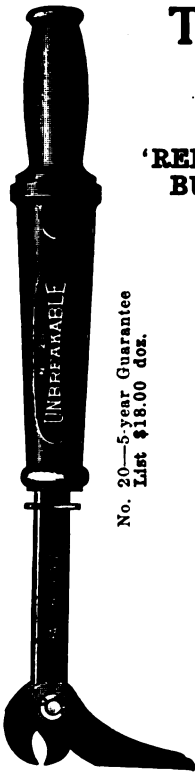
AURORA, ILLINOIS, U.S.A.

Richards-Wilcox Canadian Co. Ltd. London, Ont.
"A hanger for any door that slides"

PHILADELPHIA
MINNEAPOLIS
BOSTON
ST. LOUIS

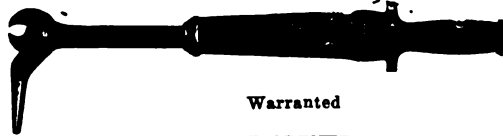
The Bridgeport Hdw. Mfg. Corp.

Bridgeport, Connecticut



No. 20—5-year Guarantee
List \$18.00 doz.

'RED
BULL''



THE "HOOKER" BOX OPENER
Weight 15 oz., length 9 in.



No. 41 Polished Gun Metal, List..... \$7.20 doz.
No. 42 Polished and Nickel Plated, List.... \$9.00 doz.

C. W. GAUSE CO.
Western Sales Agents
693 Mission St.
San Francisco, Calif.

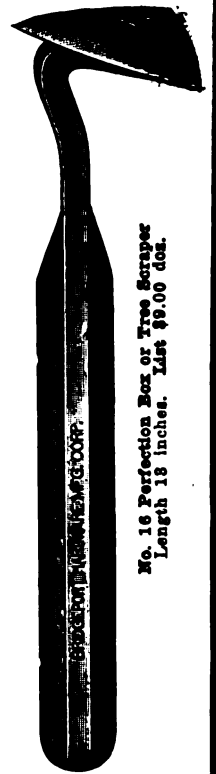
J. C. McCARTY & CO.
Eastern
Sales Agents
New York City, N. Y.

List
\$16.50
Dozen

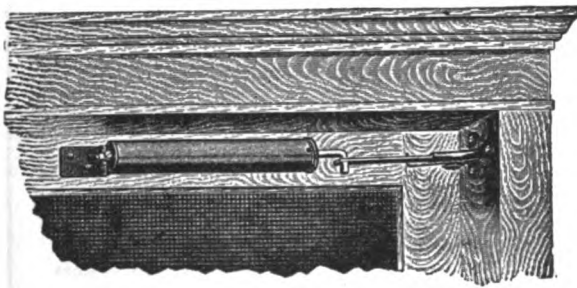
UNBREAKABLE BOX SCRAPER
Knife Handle



No. 15 Length 12 1/4 in., Blade 2 in., List \$6.00 doz.



No. 16 Perfection Box or Tree Scraper
Length 18 inches. List \$9.00 doz.



MADE BY

SUPERIOR Screen Door Check

The only Check that has the jack-knife lever which allows the door to open clear up against the wall without strain on the Check.

It also has a positive plunger and automatic inlet valve for air.

The above features together with the low price makes it the best Check for user, dealer and jobber.

Quickly and easily attached by anyone.

If your jobber can not supply you, write us and we will give you the address of your nearest jobber who handles our Check.

SUPERIOR SPRING HINGE COMPANY, 136 West Lake Street, Chicago



Revolving Bolt and Screw Cases

Dealers in Hardware, Auto Supplies, etc., find that time and space are saved by using the Revolving Cases for keeping loose Bolts, Screws and Auto Accessories. Everything is kept right at the clerks' fingers' end. Catalog sent on application. All jobbers handle these cases.

American Bolt & Screw Case Co., Dayton, O.



PENNSYLVANIA

Quality

Lawn Mowers

A reprint of a 1916 advertisement equally true now

GOOD Lawn Mowers may be hard to get next season. Deliveries in all classes of raw materials take from 3 to 16 months, so

**Early
Orders
Are
Desirable**

McKinney
Valentini

PENNSYLVANIA LAWN MOWER WORKS
JOHN BRAVON & SONS
FOUNDED 1877 PHILADELPHIA



Why You Should Sell The **PITTSBURGH** Door Hanger

Sliding doors which balk, stick and jump the track—barn doors which blow down in heavy storms—hangers and track which quickly rust and break—which freeze up in winter and refuse to budge—these have been sources of nuisance for years.

With the **PITTSBURGH** Door Hangers and Track none of these things can happen. They put an end to sliding door trouble. And the easy-running hanger is the easy-selling hanger.

Bringing the Farmers Into Your Store

Our advertising in the leading farm papers is teaching thousands of farmers every week the advantages of having their sliding doors hung with the **PITTSBURGH** Door Hanger and Track. In order that McKinney dealers may make the most of this advertising we have prepared a number of sales helps consisting of store signs, counter cards, attractive folders and a series of electrotyped advertisements for use in local newspapers.

NOW, when farmers and dairymen are getting ready for the storms of winter, is just the time to call their attention to this strong, dependable door equipment. Write for folder giving full explanation of our dealer proposition. There's business to be had—let's get together and get it.

McKINNEY MFG. CO.

Makers of Hardware

PITTSBURGH, PENNA.



Clover Leaf Manila Rope



Demand for first-class Manila Cordage has never been better than at present. To supply the many new ships being built on the Pacific Coast is drawing heavily upon stocks. CLOVER LEAF MANILA meets the requirements splendidly and builders need have no hesitancy in fitting out vessels with this brand.

This increasing demand for Clover Leaf Rope is the best evidence of its superiority. Dealers in rope are assured that stocks can be well maintained as prices will not reduce for some time to come, and then gradually.

This company is now making and supplying Tarred Marline, Ratline, Hambroline, Rounding, Spun Yarn, Seizing and Hemp Cordage.

Handled by jobbers or can be had direct from



The PORTLAND CORDAGE CO.

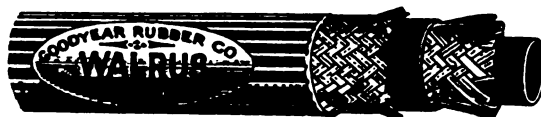
Portland, Oregon

Seattle, Washington



GARDEN HOSE

THE
BRANDS
OF
GARDEN
HOSE
WHICH
INSURE
QUALITY



INSIST
UPON
THESE
BRANDS
AND YOU
GET
THE
BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.
Nos. 587, 589, 591 Market and Second Sts. Nos. 61, 63, 65, 67 Fourth St. & Pine St.
SAN FRANCISCO, CALIFORNIA PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY



No. 2-E Blower.

BUFFALO

Forges—Blowers—Drills

**Designed Right—Built Right
Strong—Durable—Efficient**

The largest line of blacksmith forges, drills and blowers manufactured by any one company. A style for every service.

Our General Catalog No. 179-37 illustrates and describes the complete "Buffalo" line of hand and power operated machines. Mailed on request.

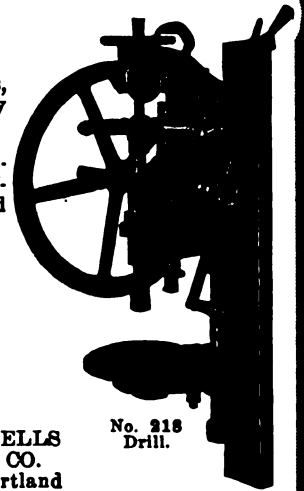
Buffalo Forge Company, Buffalo, N. Y.

Western Representative,
Harrold English, 823 Higgins Bldg., Los Angeles, Cal.

Distributors,
HARPER & REYNOLDS
Los Angeles, Cal.
SMITH-BOOTH-USHER CO.
Los Angeles, Cal.

BAKER & HAMILTON
SPOTSWOOD-HELPER CO.
San Francisco, Cal.

MARSHALL-WELLS
HARDWARE CO.
Spokane and Portland



No. 218 Drill.

THE STANDARD OF THEIR LINE

—Goulds Pumps! The most profitable pump line a dealer could handle—because over 69 years of manufacturing experience have resulted in a product that has no equal for efficiency and durability. And as an example of Goulds progressiveness take our Fig. 1680 Combined Working Head and Jack. The open hollow base used on this new pump is a decided improvement over any construction hitherto placed on the market. This allows the pump to be connected with the pipe, without lifting it up. Goulds Pumps can be operated by hand, windmill, engine, or by electric motor.

GOULDS' PUMPS FOR EVERY SERVICE

—are made in over 300 styles and sizes. Used for Farm Water Supply, Irrigation or Drainage, Mechanical Milking Systems, Watering Cattle in Pastures, Dairy Uses, Handling Cider and Vinegar, Handling Gasoline for Garages—a mighty broad field you can't afford to neglect. And most farmers already know of the merits of Goulds Pumps, owing to our national advertising which has been running throughout a number of years. Our experts help your customers select the right pump for their purpose—no room for guess-work! Write today for our book, "Pumps for every Service," and for the attractive dealer proposition that goes along with the "Standard Pump Line" of America.

The Goulds Mfg. Co.

Main Office and Works:
Seneca Falls, N. Y.

Branches:
Chicago Boston New York
Philadelphia
Pittsburgh
Houston Atlanta



Fig. 1518. Deep well working head with air attachment. For elevated or pneumatic tank systems.



Fig. 1680. Combined Working Head and Jack, with Open base. For filling tanks not more than 190 feet above source of water supply.

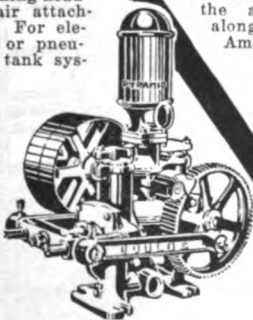


Fig. 1531. Pyramid Double-acting Piston Pump. For elevated or pneumatic tank systems.

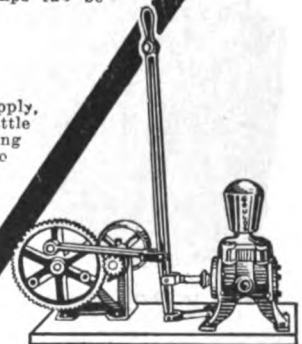


Fig. 1454. Deep well working head, for elevated or pneumatic tank systems.

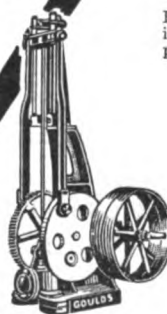
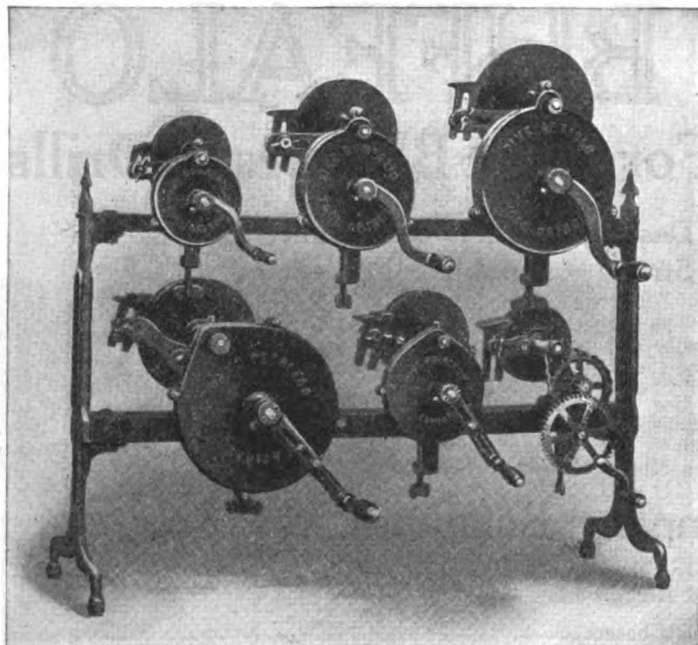


Fig. 1604. "New Alert" Double-Acting Air and Water Force Pump. Connected to Fig. 1613 Jack for Engine drive. For elevated or pneumatic tank systems.

D. L. HERMAN, 214 Maritime Bldg., Seattle, Wash., Northwest Pacific Agent.
New Discount Sheet in Effect August 1st.



Pike Line Tool Grinders

The Pike line of hand Tool Grinding machines are built with the idea in mind of giving the busy mechanic a dollar's worth of value for every dollar expended.

Quality has been our watchword from the time we began manufacturing this class of goods and our every effort has been directed towards producing high grade machines—Machines which would stand up to their work year in and year out and which would give perfect satisfaction to the user.

Get the Best and Make a Customer
**SHARPENING STONES
STROP AND RAZOR HONES**

Pike Manufacturing Co., Pike, New Hampshire

A. W. PIKE & CO., Agents, 711 Mission Street, San Francisco

QUALITY, plus SERVICE, equals SATISFACTION

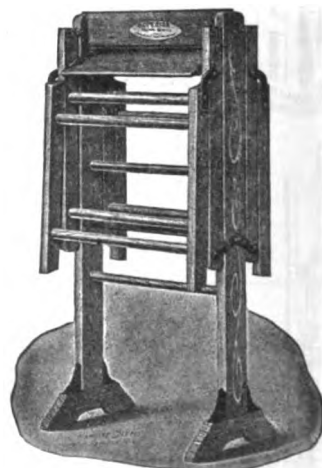


Made in three sizes:
10, 14 and 22 Qt.

In offering you our line of goods, we are offering you **QUALITY** and **SERVICE**, and complete Satisfaction comes only in the selection of goods that have stood the test of time. In stocking our goods, you get this **SATISFACTION**.

Our **EAGLE MOP WRINGERS** and **BUCKETS COMBINED**, and **SUPERIOR FOLDING WASH BENCHES** have the reputation of never failing to satisfy. You will find these two lines, quick sellers and big profit producers.

Our products are built of high grade material and are guaranteed against all defects. The increasing demand for these goods is conclusive evidence that they are the Standard of Comparison, the Highest point of Mechanical Skill, and the Acme of Perfection.



Will hold a 10, 11 or 12 inch clothes wringer.

THE EAGLE WOODENWARE MFG. CO.

Manufacturers,

Hamilton, Ohio - U. S. A.

RUST Proofing



First Pacific
Coast Plant

Now in
Operation

A fully equipped plant for Parkerizing is now in operation.

A proved method for preventing rust and corrosion, which has been adapted by the leading manufacturers of the East and is endorsed by the United States Government.

A great saving where metals are exposed and in the use of cheaper materials in manufacturing.

Investigate this perfected Rust Proofing. For fullest information write the

PARKER RUST PROOF CO., 931 Santa Fe Ave., Los Angeles, Cal.

JOHN A. ROEBLING'S SONS CO OF CALIFORNIA

Manufacturers of

WIRE AND INSULATED WIRE WIRE ROPE

Telephone
Main 84

Galvanized Netting
Wire Cloth
Glass & Porcelain Insulators
Nails and Barb Wire
Brackets, Pins, Etc.
Wire Rope, Fittings
Expanded Metal & Wire Lathing

82 Fourth Street, PORTLAND, OREGON
SAN FRANCISCO, CAL.
LOS ANGELES, CAL. SEATTLE, WASH.

WHY NOT SEEDS

You handle a full line of Garden Tools and accessories.

Why not the "Makins" Garden Seeds?

We furnish them in packets, including a neat display case in which they sell themselves; also in bulk—and don't forget Onion Sets and Grass Seed.

Write us regarding this profitable line, for terms and prices.

Aggeler & Musser Seed Company
LOS ANGELES, CALIFORNIA

Here's the Sprinkler that's in Big Demand



THOMPSON'S IMPROVED TWIN LAWN SPRINKLER

Throws fine mist-like spray. Very novel design. Non-corrosive. Made of zinc, lined with brass. Covers large area. Order now. Sold thru leading jobbers. Write at once for descriptive folder of sprinklers and permanent systems.

Thompson Manufacturing Company
East Eighth and Santa Fe Avenue
LOS ANGELES



QUALITY

You will find it in the Heart
of Every **COLUMBIAN** Product
COLUMBIAN ROPE COMPANY
Auburn, "The Cordage City," New York



Samson Spot Sash Cord

Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

SASH CORD
CLOTHES LINES
SOLID BRAIDED ROPE
SHADE CORD
MASONS' LINES
CHALK LINES

Send for catalogue and samples.

Samson Cordage Works
Boston, Massachusetts



American Seal Cements

ASBESTOS FURNACE CEMENT will withstand more heat than iron, bakes as hard as the casting itself, and will not crack, shrink, crumble or fall out.

ELASTIC OIL ROOF CEMENT is a superior article in colors for bedding slate and tile roofs and repairing leaks in tin, metal, gravel and composition roofs. Especially adapted for pointing up around skylights and fire walls.

CARBON CEMENT, the peer of all lightweight cements, is made up of long asbestos fibre, and elastic, adhesive waterproof gums. The ideal cement for making an old roof new, using the old roof as a foundation.

T-O-O is a waterproofing cement in colors, especially recommended for use on side walls exposed to heavy driving rains, preventing the water from permeating these walls.

Manufactured by

The Wm. Connors Paint Mfg. Co.
1852 TROY, N. Y. 1917



"Highest Award (Medal of Honor) for FILES and R A S P S, Panama-Pacific International Exposition, San Francisco."

Established 1863



V&B PATENTED All Steel Wood Chisel

For Prying and Ripping. Can be used with a hammer. No wood handle to break. Every carpenter should have one of these chisels in his tool kit for heavy cutting work. Sizes $\frac{1}{4}$ to $1\frac{1}{4}$ inches.



No. 100 Ass't contains 6 $\frac{1}{4}$ -in., 4 1-in., 2 $1\frac{1}{4}$ -in.

Vaughan & Bushnell Mfg. Co.

Makers of Fine Tools

2114 Carroll Avenue, Chicago

There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

**Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers**

of all descriptions. Round and Square, Plain or Galvanized.

**Annealed Rivet Burrs Fellow Plates
Sheared and Punched Plates**

PROMPT SHIPMENTS

Wrought Washer Mfg. Co.

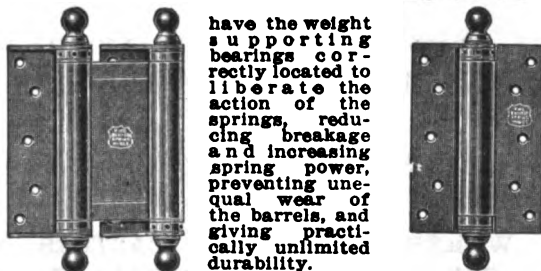
Milwaukee, Wis.

Coast Representatives,

HUGHSON & MERTON, Inc.

San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.; Denver, Colo.

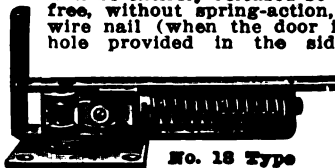
ONLY BOMMER DOUBLE ACTING SPRING BUTT HINGES



have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.

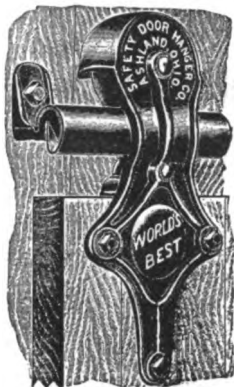
Bommer Floor Surface Spring Hinge
Has Release and Holdback Features, Ball Bearing and Alignment Device

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.



No. 18 Type

BOMMER BROTHERS, Mfrs., Brooklyn, N. Y.



**YOU ARE RIGHT IN
RECOMMENDING
"WORLD'S BEST"
IN NAME AND FACT**

World's Best Tubular Track

**Barn, Factory
and
Warehouse
Door Hanger**

EXCLUSIVE FEATURES

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the **Easiest Running Hanger** on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you we will.

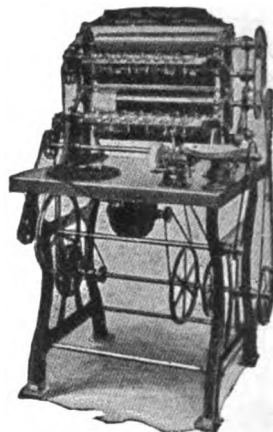
SAFETY DOOR HANGER CO.

ASHLAND, OHIO, U. S. A.

C. N. & F. W. JONAS, Bialto Bldg., San Francisco, Cal.
and Equitable Savings Bank Bldg., Los Angeles
Western Representatives

Make Your Store A Sharpening Depot

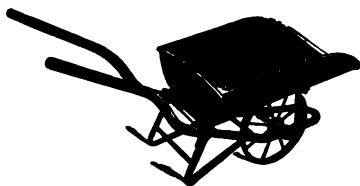
for safety razor blades, scissors, shears, carving, bread and kitchen knives, and small edge tools. During these "War Times" people are economizing in having old cutlery resharpened and repaired. A



HATFIELD COMPLETE SHARPENING MACHINE

will, therefore, pay for itself in a very short time. Many dealers are averaging from \$8 to \$12 per day sharpening safety razor blades with this machine. It sharpens all makes of safety blades and sharpens 12 blades at once in 5 minutes time. Jack Razors, Barber Clips, Scissors, Shears, Knives, etc. We can tell you how to **make money** with a Hatfield.

HYFIELD MFG. COMPANY
21 Walker Street - - NEW YORK CITY



**CONTRACTORS IN YOUR
OWN TOWN USE THIS BAR-
ROW.**

**ARE YOU SUPPLYING
THEM? ASK FOR PRICES.**

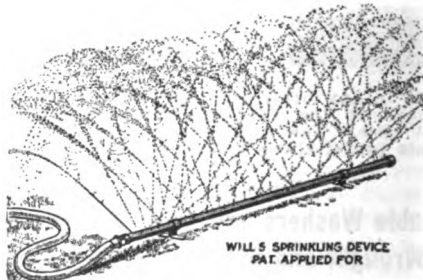
**WAREHOUSE TRUCKS, CASTERS,
CONCRETE MIXERS, SCRAPERS,
HAND CARTS, FIBRE WHEELS,
MILK CARTS, ETC., ETC.**



**338-348 Brannan St. near 2nd
SAN FRANCISCO, CAL.**

WILLS Scientific Sprinkler

FOR LAWNS AND GARDENS



**Three Superior Qualities
Durability—Efficiency—Cheapness.**

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust—No Leaks—Solid standards—securely attached. No bending or breaking. Hose connection BEST made.

The Spray is distributed equally covering every space and corner.

Made in all Lengths, and to suit any pressure.

Guaranteed for 10 years' service if properly cared for.

Ask your Jobber or send direct to the Factory for our descriptive folder.

WILLS SPRINKLER CO.
607 CROCKER STREET, LOS ANGELES, CAL.

Our Vise Campaign Is On!

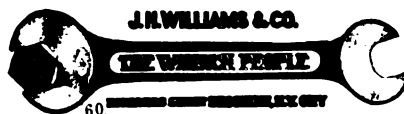
Your Local Gas Company Will Soon Buy Williams'

"VULCAN" Chain Pipe Vises



"VULCAN" No. 2 long ago won favor on every one of the Brooklyn Union Gas Co.'s 41 service carts

ALL the principal national gas journals will now emphasize the exceptional value of "VULCANS" in gas line installations. The message brings opportunity to all dealers who will follow the trail that many of America's leading gas companies have blazed before them.



WESTERN OFFICE AND WAREHOUSE: 46 SOUTH CLINTON STREET, CHICAGO, ILLINOIS

Malleable Iron Fittings

FOR

GAS, OIL, STEAM, WATER, Etc.

Made Since 1856 by

STANLEY G. FLAGG & CO.

PHILADELPHIA

PACIFIC COAST AGENTS

W. H. GILBERT SALES CO.

918 Hearst Building
San Francisco, California

AVOID OVERLAND FREIGHT COSTS
Frequent Canal Shipments Direct
from Philadelphia

Let Us Call and Explain Our Numerous Advantages

GARDENS — GARDENS — GARDENS



Never—were there so many people engaged in Gardening.

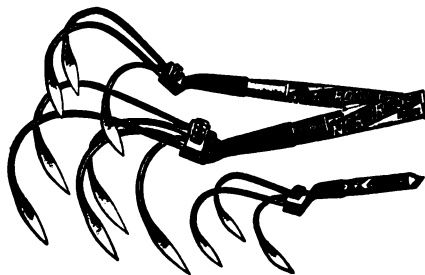
Increased production, is our Country's cry. "NORCROSS" GARDEN CULTIVATOR-HOES AND WEEDERS are playing an important part in this Nation-wide movement. They are favorite tools; but—the demand almost exceeds the possible supply.

DEALERS: Don't delay your orders.

Jobbers are buying heavily, that you may be supplied. Early buying may pay you big dividends.

Remember the name—"NORCROSS."

C. S. NORCROSS & SONS
Manufacturers BUSHNELL, ILL., U. S. A.



Sell the Coleman "Quick-Lite"

This newest Coleman Lamp is the best seller yet. So simple, economical and safe, that customers buy quickly. Every sale means a liberal profit to you.

LIGHTS WITH A MATCH

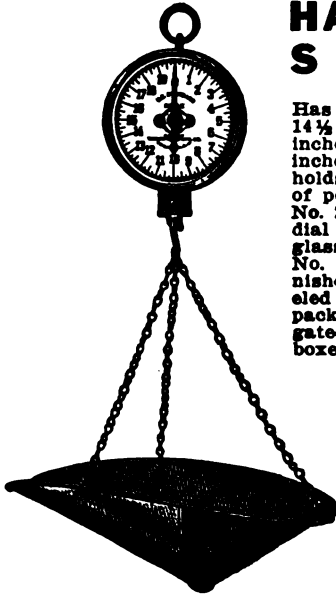
The Coleman "Quick-Lite" is the most wonderful lamp to handle. No torch needed. Lights with ordinary matches like any plain kerosene lamp. Makes and burns its own gas from common gasoline or kerosene. Gives a brilliant, steady light of 300 candle power without glare or flicker—more light than 20 old style oil lamps. Can't explode. No danger if tipped over. Very ornamental and comes in variety of styles.

Dealers wanted in all parts of the country. Write at once for catalog 36 and agency proposition. Address nearest office.

THE COLEMAN LAMP COMPANY

Wichita, Kans., St. Paul, Minn., Toledo, Ohio, Dallas, Texas, Chicago, Ill.

TRINER UNIVERSAL HANGING SCALE



Has a heavy tin scoop 14 1/4 inches long, 9 inches wide and 5 inches deep; which holds over half a peck of potatoes or apples. No. 202-T has a white dial protected by glass and nickel rim. No. 202-T. E. furnished with an enameled dial. One scale packed in a corrugated box. Weight boxed, 5 lbs.

Write us for
Descriptive Matter.
Order Through
Your Jobber

**TRINER
SCALE &
MFG. CO.**

2714 WEST 21st STREET CHICAGO, ILLINOIS

WM. F. KORN & CO.

Pacific Coast Representative
Bialto Bldg., San Francisco, Cal.

LOS ANGELES, CAL. PORTLAND, OREGON

Auto-Wheel Convertible Roadster

Just Invented and Patented

Here's a worthy partner for the famous Auto-Wheel Coaster. It's two wagons in one—a Coaster and a Roadster. Turn up the sides and it's a real Roadster—turn them back and it's a regular Coaster.

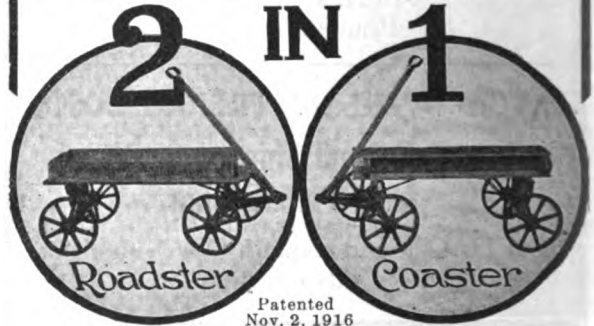
Every boy who sees one of these wonderful wagons is going to want one, and what's more, every boy is going to be looking for the dealer in his neighborhood who sells them because a big advertising campaign is now starting, telling hundreds of thousands of boys about this two-in-one proposition.

We refer inquiries from our advertising direct to dealers. Are you on the list?

Write us today for full particulars.

BUFFALO SLED COMPANY

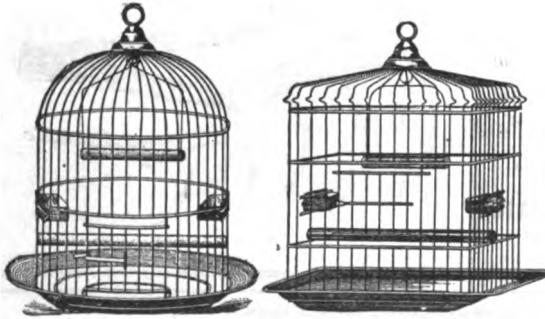
Dept. A North Tonawanda N. Y.
Factories: North Tonawanda, N. Y., and Preston, Ont.
New York Office: 108 Chambers Street.
Pacific Coast Representatives: Pacific Sales Co., San Francisco; D. L. Herman, 214 Maritime Bldg., Seattle.



Patented
Nov. 2, 1916

O. LINDEMANN & CO.

35 and 37 Wooster St., New York Established 1863



Parrot Cages Must Be Strong

Ours are Positively the Most
Durable

Manufacturers of JAPANNED, BRASS and
TINNED WIRE

Bird Cages and Cage Sundries

Pacific Coast Representatives

A. L. CONGER CO.

731 MARKET STREET, SAN FRANCISCO, CALIFORNIA

ATLAS

10 Cent Fly Swatter

This swatter has an extra long handle—10 inches. It is very neatly and securely bound with soft green felt—cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible—will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.

NEW HAVEN, CONN.

HUGHSON & MERTON

Pacific Coast Agents

San Francisco Los Angeles
and Portland, Oregon





2 BROOMS IN 1

An entirely new product from an old reliable company. Outells the ordinary broom so rapidly it is hard to keep up with the demand.

Lee Broom & Duster Company, Lincoln, Neb.

TACKS SMALL CUT NAILS

Cobblers' Nails, Glazier Points, Etc.

Double-Pointed Tacks and Staples

Send for Illustrated Catalogue, most convenient and comprehensive

THE SHELTON TACK CO.

Successors to Shelton Co.

Shelton, Conn. New York Office, 96 Warren St.

Do You Sell Hose Menders?



Improved Perfect Clinching Hose Menders are fast sellers. Made with seamless brass tubes and heavy galvanized clamps. Also all steel retinned. Every clamp is turned inwardly to grip the hose. Prices right.

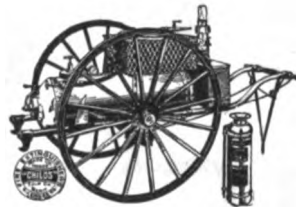
Send for our general catalog—to-day.

STUBER & KUCK CO.

Peoria, Illinois

New York Office—154 Chambers Street, J. M. Sherwood, Manager
San Francisco Office—Rialto Building, William P. Horn, Manager

HARDWARE AGENTS WANTED



Pacific Coast Distributors
PALMER-PUGH COMPANY
San Francisco, Cal.



We manufacture everything from dependable hand fire extinguishers to large chemical engines and chemical tanks for fire department service. There's good profit in being our agent. We carry the stock. Write us for catalog and special hardware discounts. Manufacturers of Fire Apparatus. **O. J. CHILDS CO., Utica, N. Y.**



THE GILSON WEEDER

"REPLACES THE HOE"

Sells on sight and nets you a handsome profit.

Patented. The moment a garden owner glimpses the brand new features of the "Gilson"—the new combination weeder—cultivator and rake—with its oscillating double-edged blade (which "clips" the weeds and loosens the soil on either stroke) and its long-tined reversible rake—the sale's as good as made.

Comes in four sizes suitable to field, garden, truck patch or flower bed. Affords a liberal profit to the dealer. For illustrated Catalog and complete information address: **J. E. GILSON CO., Dept. 32, Port Washington, Wis.**

Mason Tool Bag



We Manufacture

Mason's, Electrician's, Plumber's Tool Bags. Automobile, Auger Bit, Punch and Chisel Rolls, Coal Bags, Horse's Feed Bags, Couch Hammocks, Carpenter's Aprons, Grass Catchers and other Specialties.

Send for Catalogue.

**EXCELSIOR BAG
& MFG. CO., Inc.**

TROY, N. Y.

Sold by All Leading Jobbing and Supply Houses

Buy a

SAMSON or ROWELL

Railway Car Mover

And Have a

LITTLE SWITCH ENGINE

OF

YOUR OWN

PRICE EACH, \$5.00



Made Only by

G. D. ROWELL & SON, Appleton, Wisconsin

The Financial News

(London) says:

"As the United States Government has placed a large order for machine guns, automatic pistols and service revolvers with Colt's Patent Fire Arms Mfg. Co. it evidently agrees with the genius who wrote:

"'Thrice is he armed that hath his quarrel just, Wrote British Shakespeare, in his day no doubt;

I guess that notion's altogether bust, Six times he's armed whose pistol's made by Colt!'"



Ready for Duty

COLT FIREARMS

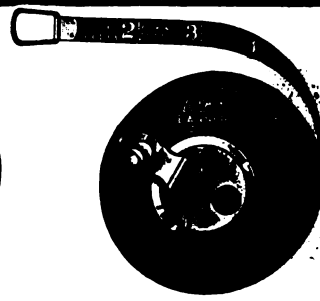
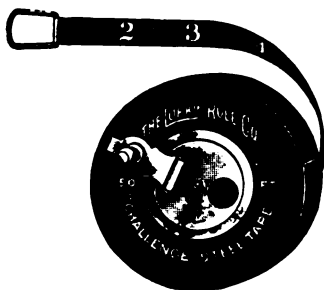
"The Proven Best by Government Test"

Revolvers
Automatic Pistols
Automatic Machine Guns

YOU make no mistake when you advise your customers to follow the Government's example and adopt COLT'S for THEIR Firearm needs.

COLT'S PATENT FIRE ARMS MFG. CO. :: HARTFORD, CONN.
PACIFIC COAST REPRESENTATIVE, PHIL. B. BEKEART CO., SAN FRANCISCO.

**AN
UNEQUALED
ASSORTMENT
FOR
HARDWARE
STOCK**



In every race there's a **"CHALLENGE"**

and a **"RIVAL"**

and a **"BANNER"**

LUFKIN

AND WITH THESE LINES ON HAND YOU CAN LAND EVERY PROSPECT
TAPES, BOXWOOD AND SPRING JOINT RULES

Stand on Records of
PERFORMANCE as well as
a **GUARANTEE**
Stocked by Your Jobber

THE LUFKIN RULE CO.

SAGINAW, MICHIGAN
106 Lafayette St., N. Y.
Send for Catalogue

WAGNER Trolley Overhead Carrier

FOR GARAGES, SHOPS AND FACTORIES.—A simple, practical, efficient hoisting and carrying device for handling heavy objects. Will pay for itself many times over in any garage, shop, factory or store where heavy objects must be handled. With this outfit one man can handle any object weighing up to 700 lbs. Two or three men can move a ton. Outfit consists of the Wagner Self-Cleaning Track, roller-bearing tandem carrier and centre pull triple sheave hoist. Write for prices. Also ask for the Wagner 96 page catalog of Barn Door Hangers, Trolley Tracks, Studding Sockets, Hardware Specialties, Sleds and Non-Tipping Coaster Wagons.

WAGNER MFG. CO., DEPT. C, CEDAR FALLS, IOWA.



HONEYMAN HARDWARE CO.

Ninth and Hoyt Streets
Fourth and Alder Streets

PORTLAND, OREGON

**Goldsmith
Guaranteed Football Equipment**

Our State Colleges and many other leading educational and athletic institutions are users of Goldsmith Athletic Equipment, because it's made right and wears right, and is recognized as standard by all competent athletic officials and coaches.

**Selby's
Black Loaded Shells**

are more in demand than ever, because they put the shot or bullet where you point your gun. Send in your orders early for the fall shooting of ducks and chinas.

Guns and Ammunition



DU PONT

**Sells at
Sight**

Dupont, Ballistite or Schultze Powders are known EVERYWHERE—they sell at sight. Shooters know Du Pont Powders are right. The name Dupont, Ballistite or Schultze

On the Top Shot Wad

or on the box label is a guarantee of powder superiority.

Du Pont Sporting Powders are widely advertised, sell quickly and always satisfy the most critical customer.

Specify Dupont, Ballistite or Schultze Smokeless, and Du Pont Black Sporting,—the powders which sell at sight.

E. I. du Pont de Nemours & Co.

Powder Makers Since 1802

WILMINGTON

DELAWARE



**GENUINE
HUNTER'S SIFTER**

The Standard for a
Quarter-Century

Order from your jobber.

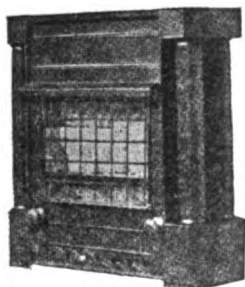
Sectional View
Showing Construction

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swaged to body. No soldered joints to come loose. Easy to remove all parts for cleaning.

THE FRED J. MEYERS MFG. CO.

Bender Street

Hamilton, Ohio



Say Mr. Dealer

Did you know we manufacture Gas Heaters and Grates?

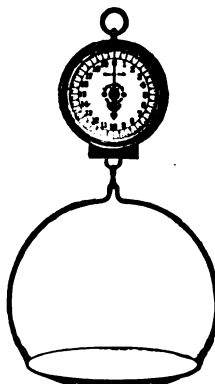
Why buy in the East, we can give you better service, a better heater and the profit will suit you.

We sure would like to have you ask us about our goods.

**Minier Gas Heater
Company**

1028 Mission St.
So. Pasadena, Cal.

**PELOUZE
New Hanging Scale**



No. 101

Capacity
20 lbs. by oza.

The Dial is large and distinct -- finished with glass sash and nickel plated rim.

Very sensitive and accurate. Approved by the Department of Weights and Measures.

MADE IN SEVERAL STYLES

**Pelouze Manufacturing Co.
CHICAGO**

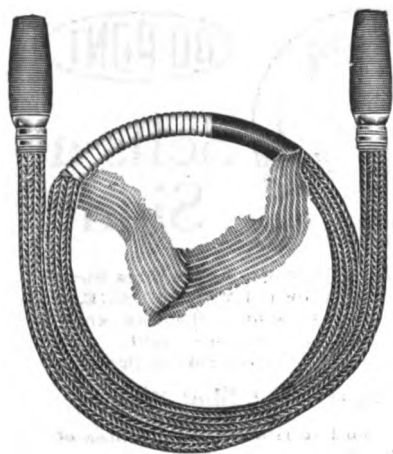
Manufacturers of Family, Candy, Market, Dairy
Postal and Ice Scales

EWING-LEWIS CO.

Representatives

San Francisco

Los Angeles



Everlasting Gas Tubing

Its double safe. It has a perfect steel core, over which is an extra gas proof compound, and is finally braided in silk or silkoline as desired.

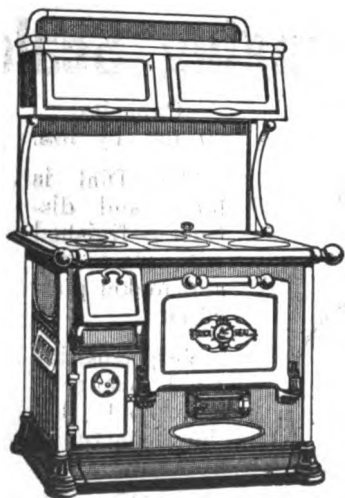
Why take chances with cheap or inferior gas tubing when the price is so little and the risk so great.

This tubing is made in all lengths for stoves and portable lamps, packed one in a box, recommended by all gas companies.

Made by

The Chicago Tubing & Braiding Company
CHICAGO, ILLINOIS

Pacific Coast Representative, BAKER-SMITH COMPANY, Rialto Building, San Francisco, California



"QUICK MEAL"

All Blue Porcelain Enameled and Black Porcelain Enameled Ranges are "Rust Proof," "Sanitary" and Easy to Keep Clean, being Enameled Inside and Outside.

Not affected by the Hottest of Fires.

Write for Catalogue and
Agency

Ringen Stove Company Division of American Stove Company

C. H. SCHIECK, Pacific Coast Agent

715 Indiana Street, near 19th

SAN FRANCISCO, CALIFORNIA



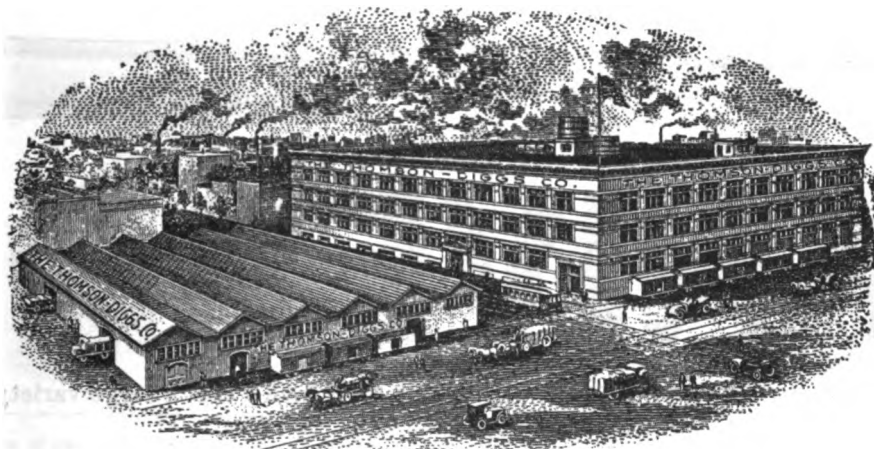
SUCCESS at the traps and in the field is so common a thing when the **(P)** Brand is used that expert sportsmen everywhere *insist* on Peters because it is an aid to good results. Stock up with Peters Shells and Cartridges, and you will be absolutely sure that your ammunition is *all right*.

THE PETERS CARTRIDGE COMPANY

Pacific Coast Branch: 585-587 Howard Street, San Francisco
 Marshall-Wells Hardware Co., Portland-Spokane, Duluth, Winnipeg-Edmonton
 Hibbard, Spencer, Bartlett & Co., Chicago, Ill.
 Butler & Britain, Inc., San Francisco

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

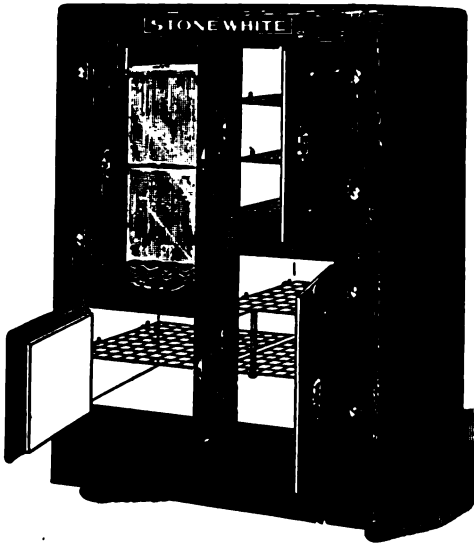
If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

White Mountain Refrigerators



"The Chest With the Chill in It"

Increase your sales by selling "White Mountain" Refrigerators—known for more than 40 years as the standard of excellence in refrigeration. The sales of "White Mountain" Refrigerators have grown steadily because the longer they are on the market the more conclusively is their sterling merit demonstrated.

The grand success of "White Mountain" Refrigerators we attribute to—Superior materials, scientific construction, beauty and durability, duplex circulation and absolute insulation. Raise the quality of your goods and increase your profits by handling "White Mountain" Refrigerators.

OUR NEW 1918 CATALOGUES
WILL BE MAILED PROMPTLY
UPON RECEIPT OF APPLICATION



Maine Manufacturing Company - Nashua, N. H., U. S. A.

The W. F. Boardman Co., 718 Mission St., San Francisco, Calif., Pacific Coast Agents

The Ontario Knife Company, Franklville, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once



BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE

KNIVES

KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles.



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

YOUR CUSTOMERS WANT THE BOOMER

IF YOU ONLY SHOW IT TO THEM

BOOMER CANNON

Adapted for every use. Is the strongest and most durable Cannon Stove made. Constructed so that a sheet iron drum may be attached, and thus increase the heating capacity.

Made in six sizes,—	1	2	3	4	5	6
Diameter of Fire Pots	13½"	16"	18"	20"	22"	24½"
Weights,	182	240	300	385	525	575

OUR LOW PRICES WILL SURPRISE YOU—Write for them.

THE HESS - SNYDER CO., Manufacturers - - **MASSILLON, OHIO**
Trade mark "Boomer" Registered—No. 58228



F. Dieckmann

Look for This Name

The Trade-Mark of the Better Line of Conductor Elbows and Shoes—Only new material used. Made in all angles from 10 to 90 degrees of 29, 28, 26 and 24 Ga. material. Gauge is stamped in each elbow.

Are made of one piece of metal; have no seams.

All shoes have reinforced bands.

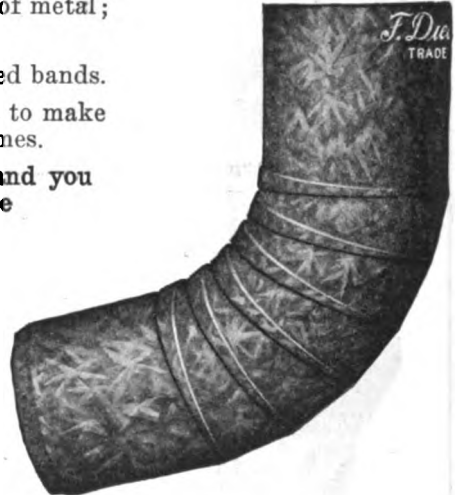
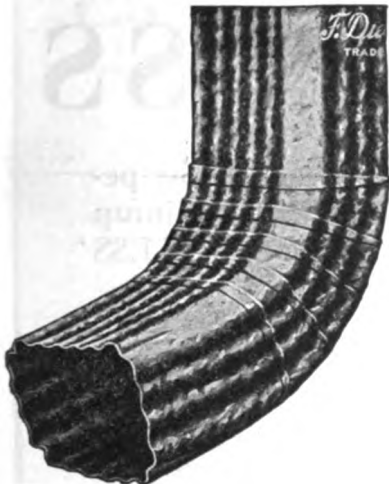
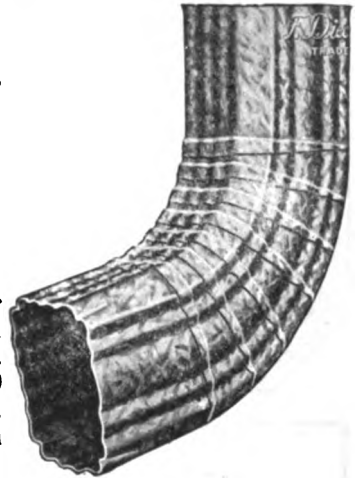
Our facilities enable us to make quick shipments at all times.

Insist on Dieckmann's and your troubles will cease

The Ferdinand Dieckmann Co.

P. O. Station B
CINCINNATI, OHIO

Western Representative
GRIFFITH SALES CO.
314 Sheldon Building
SAN FRANCISCO



BURNT IVORY BRAND Second Growth Hickory Handels

Special attention given orders for hand made Axe, Pick, Sledge and Hammer Handles.



IVORY HANDLE COMPANY,
Hope, Arkansas

WARE THAT WEARS AND SELLS

CORCO
REGISTERED

NESTABLE GARBAGE CANS

Light, though strong enough to put up with unusual abuse, these cans are just the sort of kitchen friends Mrs. Average House-Wife is looking for.



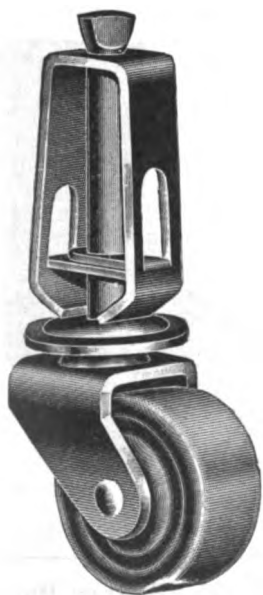
CORCO
REGISTERED

NESTABLE GARBAGE CANS

Are made in four sizes, each slightly over 4, 6, 8 and 10 gallons. Both cans and deep covers nest perfectly for shipping and displaying in small space. Look for the CORCO Label.

Whitaker-Glessner Company
WHEELING CORRUGATING DEPT.
Wheeling, W. Va.
Branch Offices and Stores
New York St. Louis Philadelphia Kansas City
Chicago Richmond Chattanooga

Members of National Association of Sheet and Tin Plate Manufacturers



Full Size L-55

For 1" and 1-16" O. D. Tubing

"Move the Faultless Way"

Faultless

Do you handle casters? No matter how peculiar or difficult your situation, do not jump at the conclusion that the FAULTLESS CASTER is not for you. Ask us.

Frankly, it may take you a little time to become thoroughly acquainted with the virtues of FAULTLESS CASTERS. Its possibilities are so large. Why not start now? We can put a host of interesting facts before you.

Send for Catalog "G"

FAULTLESS CASTER COMPANY
EVANSVILLE, INDIANA

FURNISH THE HOUSE WITH FRESH AIR—

Some people want stoves, some want tables, chairs, etc.—but **everybody** wants fresh air.

Continental

Sanitary Window Ventilators

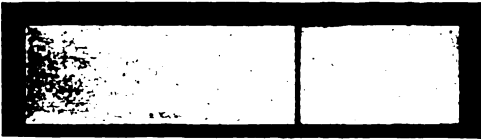
let the fresh, pure air into the house and keep out direct drafts, rain, dust and snow. They are made in different heights and the width is adjustable to fit any ordinary window opening.

Everybody that has a house, office, factory or any kind of building is a prospect.

Retail at from 35c to 65c

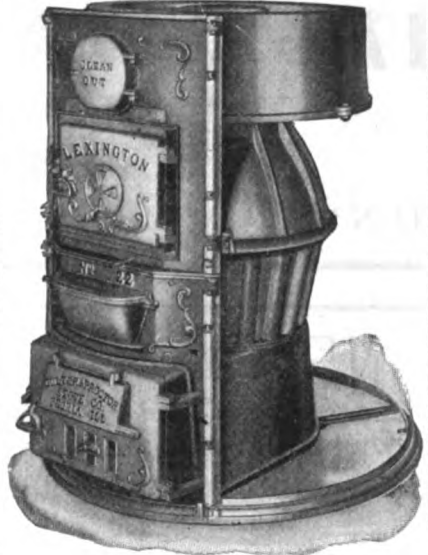
Write for our Catalogue of Continental Window Ventilators, Continental Screen Doors and Window Screens.

THE CONTINENTAL CO.
DETROIT, MICH.



Everyone Installing Warm Air FURNACES Should Know About the Practical and Exclusive Features Embodied in the LEXINGTON ALL-CAST WARM AIR FURNACE

FURNISHED WITH SINGLE REGISTER EQUIPMENT
IF DESIRED



DO YOU WANT TO KNOW ABOUT THE LEXINGTON?
WRITE FOR OUR DESCRIPTIVE CATALOG

We do not make extravagant claims. As a consequence the Lexington proves a pleasant surprise rather than a disappointment. Lexington dealers are enthusiastic. Lexington users are Boosters.

CULTER & PROCTOR STOVE CO.
Peoria Established 1863 Illinois

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware

El-an-Ge Enameled Ware

and

Pearl-Agate

Turquoise Enameled Ware

New York

Chicago

Boston

San Francisco

JENSEN-KING-BYRD CO.

Spokane, Washington

HARDWARE JOBBERS

UNIVERSAL RANGES
CONGRESS AUTO TIRES

GUNS, AMMUNITION, FISHING TACKLE

NEW HAVEN JUNIOR TATTOO

With Radium Dial and Hands

The Popular One-day Intermittent
Alarm Clock

The Radium Dial for night use and the Intermittent Alarm features make a combination of usefulness which will appeal to anyone requiring an alarm clock. The radium material used on the dial and the hands is of the highest quality, and guaranteed to last several years.



The clock is only 2¼ inches high and has a 2-inch dial. Alarms intermittently in 20-second intervals for five minutes.

The daintiest and most useful clock on the market. Just right to "slip in the grip."

MORGAN & ALLEN CO.
150 Post Street
San Francisco, California

The

Schaw-Batcher Co.

SACRAMENTO, CAL.



WHOLESALE HARDWARE

Pipe and Fittings

Canton Steel

Ammunition

Sporting Goods

Blacksmith

Sargent & Co.

Builders' Hardware

Mill and Mining

Supplies

Supplies

"KATZ" Surface Floor Hinges

Are slow acting, with a positive holdback feature, when opened to 90°; will **INSURE AGAINST ACCIDENT** at closing of door. "KATZ" represents Quality, Durability and Design.

A **BETTER HINGE** with A **BETTER PROFIT**. Our Catalogue tells the rest.—Write for it to-day.

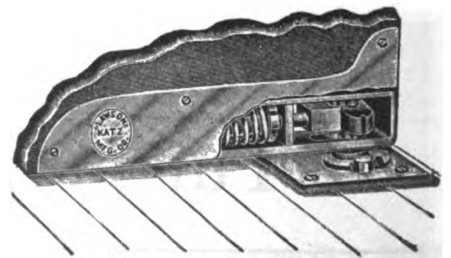


Reg. U. S. Pat. Office

Main Office—Factory
CHICAGO

LAWSON MFG. CO.

Branch Office
NEW YORK



TOOLS

Pexto
Stanley
Lufkin
Klein
Marshalltown
Maydole
Disston
Yankee
Walden



Gathered to Give Service to Retail Dealers

Strevell-Patersen Hardware Co.
SALT LAKE CITY, UTAH

Wholesale only.

H-W-2

Wedgewood RANGES

Classic and Capital

MADE FROM



Resists Rust

Wedgewood

Agents have an ever increasing trade that Quality made.

Join the Ranks—

First Step, Send for Catalog 36

Jas. Graham Manufacturing Co.

Largest Stove Makers in the West

San Francisco and Newark, California

HAMMOND LUMBER COMPANY

WHOLESALE HARDWARE

Specializing in BUILDERS' Hardware

Sergents Locks and Hardware,
Nails, Bolts and Barbed Wire,
Beaver Board, Black Rock Board and
Upson Board.

Galvanized and Painted Corrugated Iron,
Northwestern Expanded Metal Lath.
Composition Roofings, Felt Insulating and
Building Paper.

Full and complete lines of these materials stocked in carload quantities.
We solicit your inquiries.

Offices and Warehouses, Twentieth and Alameda Streets - - Los Angeles, California



BEAUTIFY FURNITURE
PROTECT FLOORS and Floor
Coverings from injury by using
GLASS ONWARD SLIDING
FURNITURE SHOE
In place of Castors

If your dealer will not supply you
write us.

ONWARD MFG. CO.
Menasha, Wis. Kitchener, Ont.

"ANSONIA" NAIL CLIP 10c.



Made by the mak-
ers of the "Gem"
nail Clipper.
Twelve in a box or
12 on a display
card. Fast ten-
cent sales.

Big Profit
Write

H. C. COOK CO. - ANSONIA, CONNECTICUT

Household Goods and Kitchen Utensils

New Complete Stock

Glacier Refrigerators

One Piece, Porcelain Lined

Furniture City

Refrigerators. White Enamel Lined

White Mountain

Ice Cream Freezers

Gas Hot Plates

and Shelves

Bath Room Fittings

Paint and Varnish

Brushes

Household Brushes

All Kinds

Viko Aluminum Ware

Wagner Cast Iron Ware

Tin Ware

Japanned Ware

Hamlin and Russell

Wire Goods

Universal Electric

Percolators, Flat Irons
and Cooking Utensils

American Clothes

Wringers

Washing Machines

Hand Power

Vacuum Cleaners

Royal Steel

Enamel Ware

Wooden Ware, Chair

Seats. One of Our Specials

The Princess Electric

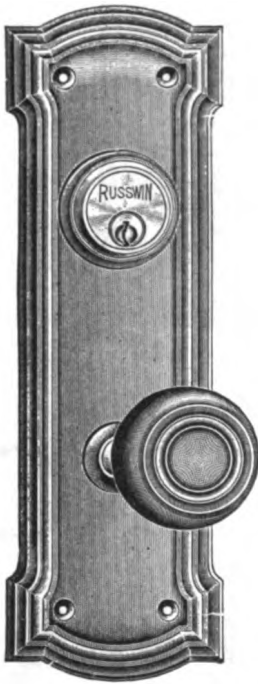
Iron. Full nickel finish. Guaranteed
for 5 years. The price is low

*Write for Descriptive Matter on Anything in the House Furnishing Line.
Our Prices Will Interest You.*

BAKER & HAMILTON SAN FRANCISCO
CALIFORNIA

RUSSWIN

Locks and Builders' Hardware



We are now carrying in stock a complete line of **RUSSWIN** Locks and Trim in both Bronze and Steel Designs, put up in neat boxes with factory labels and numbers.

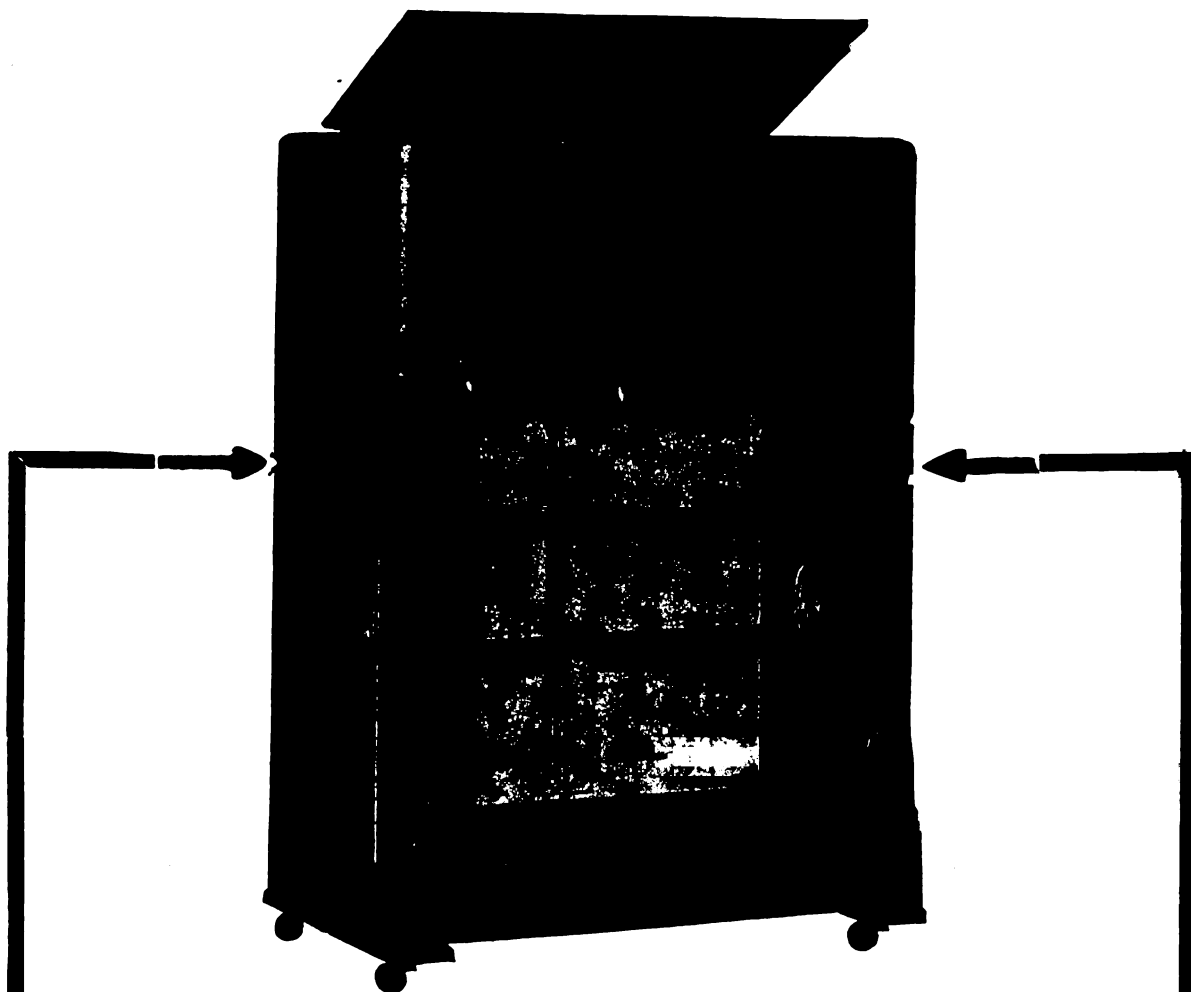
Our stock is complete and ready for delivery.

Place your order now.

Dunham, Carrigan & Hayden Company

SAN FRANCISCO

CALIFORNIA



THE MONARCH

(Trade Mark Reg. U. S. Pat. Office)

REFRIGERATORS

Made in Zinc, White Enamel Porcelain and Seamless Porcelain Lined. Handsome Strongly-made, Up-to-date Refrigerators at prices which net you a good profit.

Ash and Oak Cases. Strong, removable Air Flues. Removable Waste Pipe and Trap. Retinned Wire Shelves, bright as silver. Strong Hardware in Roman gold and nickel plate. Good Casters.

An old established line—on the market 25 years. Has always been a good seller in large and small stores, because it looks right and is reliable—there are no come-backs.

"It's the Frigid 'Frigerator"—the "Box that's on the Boom."

Large Stock Carried in Los Angeles

UNION HARDWARE & METAL CO.

Distributors for California, Arizona and Nevada. LOS ANGELES, CALIFORNIA

NOW READY!

Pioneer "Leader" Roofing

Get your order in quick and be prepared to supply the demand for "the biggest value in *Roofing* ever offered"

- a real leader.
- a standard quality.
- made by a reliable house.
- sold everywhere at \$2.00 a roll.
- and it's guaranteed.



NOW you can go after the Roofing business in your locality—and get it.

You can offer your customers PIONEER LEADER ROOFING at \$2 a roll without fear of being under-sold, and you can bank on its giving perfect satisfaction. \$2 will be the standard price everywhere—a price that affords you a living profit.

WRITE TODAY FOR QUOTATIONS

PIONEER PAPER COMPANY

Manufacturers Since 1888

**247-251 South Los Angeles Street
Los Angeles**

**513 Hearst Building
San Francisco**

PIONEER HARDWARE DEALERS OF THE STATE OF WASHINGTON

FORTY-NINE YEARS OF CONTINUOUS SUCCESSFUL HARDWARE MERCHANDISING

"GOOD SERVICE"



DISTRIBUTING ALL LINES OF GENERAL HARDWARE, SPORTING GOODS AND KINDRED LINES

THROUGH THE DEALER

SCHWABACHER HARDWARE CO.

MAIL ORDERS ALWAYS SHIPPED PROMPTLY

BEST POSSIBLE SERVICE

SEATTLE, WASHINGTON

A. M. Holter Hard- ware Company

Established 1867

HELENA, MONTANA



WHOLESALE

Hardware, Sporting Goods

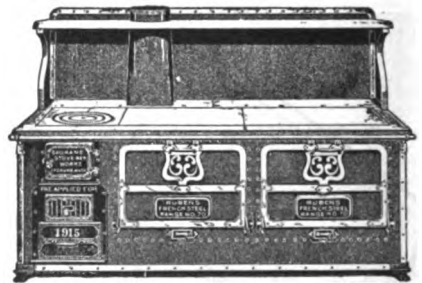
Ammunition

Blacksmiths' Supplies

Pipe
and Fittings



Mill and Mine Supplies



Spokane Stove & Furnace Repair Works, Inc.

Manufacturers and Jobbers of
Eubens and Empire French Wrought
Steel Portable Ranges for Hotels
and Restaurants

Send us all your orders for Fire-
backs, Grates, Centers, Covers,
Waterfronts, Dampers, Knobs, Stove
Putty and Stove Polish.

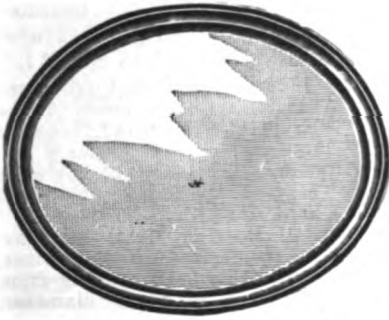
Complete Line Always in Stock
Jobbers and wholesalers of repairs.
We make prompt shipments.

912-914 First Ave., Spokane, Washington
Phone Main 1790

Send for our order blanks

ESTABLISHED IN 1834—THE OLDEST HOUSE IN THE BUSINESS

HOTEL TRAYS



Japanned, or Retinned.

"STEEL EDGE" DUST PANS



An increasing demand shows their Popularity.

GALVANIZED WATER PAILS,

Extra Heavy Banded.



Represented in California
by

BARRETT & ROSS
91 New Montgomery St.
San Francisco, Cal.

"PURITAN"
High Grade Ware

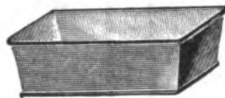


We take pleasure in calling the
attention of the trade to
our line of

"Puritan" Ware

It is the best practical Ware that
can be produced

Extra Heavy
Dish Pans Recoated
Heavy Wired Edge

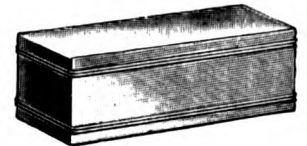
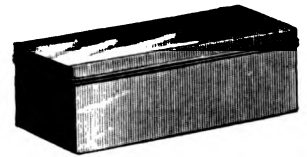


We manufacture a full line of Bread
and Biscuit Pans. Ask our Representa-
tives for our No. 40 Catalogue. These
illustrations are but a few of the many
contained therein.

Represented in the state
of Texas by

C. V. MILLARD
San Antonio, Texas

"PURITAN"
ICE CREAM BRICKS
Single or Double Cover.



"MODEL"
BREAD BOXES

Round Corners, Black and
Gold or White and Gold.



DAIRY PAILS

Extra Heavy, Sanitary



Represented in the states of
Washington, Montana, Idaho,
Oregon, Colorado and Utah by

FRED A. LEE
1626 13th Avenue
Seattle, Washington

THE CENTRAL STAMPING COMPANY, New York, N. Y.



MADE IN OHIO, U. S. A.

ALUMINUM

"Real Solid"

ANNOUNCEMENT

The "REAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

A New Line of "REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidity and Durability.

We have eliminated unnecessary expense of CAST ALUMINUM HANDLES, etc., and are putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS—Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market.

Write Today and get our New 1915 Catalog just off the Press.

The Buckeye Aluminum Company
WOOSTER, OHIO

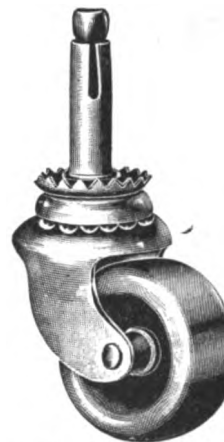
VARIETY

is our strongest advertising point, because variety is the Jobbers' big talking feature, and the immense line of "UNIVERSAL" casters, are the most varied and comprehensive on the market.



PATENTED MARCH 13, 1900.

The "UNIVERSAL" Ball Bearing Oblong Plate caster, has for years been the Hardware Jobbers' leader in his caster sales. Constructed throughout of high grade steel, with strong steel axles, and equipped with large size ball bearings, enabling the caster to revolve smoothly and easily. Made in six distinct sizes, wheels ranging from 1 1/16" to 1 7/8" in diameter, and packed in neat, durable boxes, properly labeled, containing six sets each.



"A product without a peer!" The "UNIVERSAL" Ball Bearing Grip Neck caster for the past twenty years has been recognized the standard grip neck caster on the market. Constant improvement in its construction, has without a doubt made this the most complete and highly perfected ball bearing grip-neck caster. Also made in the "UNIVERSAL" Non Ball Bearing and "UNIVERSAL" Plain Horn patterns, in various finishes, with 22 different kinds of wheels, and

can be furnished in 7 distinct sizes. Samples and prices H. W., upon application.

UNIVERSAL CASTER & FOUNDRY CO.
GENERAL OFFICES AND FACTORIES
574-600 Ferry Street, Newark, N. J., U. S. A.

Pacific Coast Representative
MR. EUGENE C. SAUL
Monadnock Bldg., San Francisco, Cal.

ORONA and O. M. C. ALUMISHINE



Make Satisfied Users of Aluminum Cooking Utensils

ORONA for removing all discolorations and **O. M. C. ALUMISHINE** for polishing burnished surfaces.

One large manufacturer of aluminum states that neither **ORONA** nor **ALUMISHINE** need be purchased expressly for cleaning and polishing aluminum. They are excellent for all other metals, also enameled ware, tiling, furniture, porcelain, glass, etc.

"Truly they are marvelous compounds for all cleaning purposes."



For enameled, china and porcelain bath fixtures, they are recommended by United States Sanitary Mfg. Co. and other manufacturers of high grade ware. Also by the Davis Milk Machinery Co. of North Chicago, Ill.

Orona Manufacturing Company, 224-226 Milk St., Boston, Mass.

DOMES OF SILENCE

Glide softly, smoothly, silently over any kind of flooring. Save rugs, carpets, floors and furniture. Sizes to fit any kind of furniture.

Sizes for Chairs $\frac{3}{4}$ " to $1\frac{1}{4}$ "

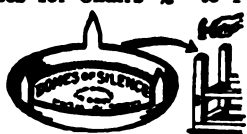


Metallic Bed Slides
Sizes: $\frac{3}{4}$ ", $\frac{1}{2}$ ", 1", 1 1/2", 2 in.

When ordering measure size of bed post.

If round, measure across inside.

If square, measure across inside corners.



HENRY W. PEABODY & CO.

Domes of Silence Division
17 State Street New York

Wood Bed Slide

These wood bed slides made to fit $\frac{3}{4}$ -in. Universal socket. Also specially adapted for heavy arm chairs, etc.

Fits any wood bed. Pull out the wheel caster; insert this slide.



PERFECTION DETACHABLE SCREEN DOOR HINGES

These hinges are easily attached and detached with our new patented locking device. The door can be taken down and replaced in less than half a minute.

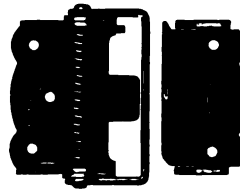
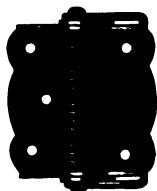
Eliminates the annual trouble of "hanging the screens."

Solid When Locked

For sale by all leading jobbers. Write for prices.

THE HARDWARE SPECIALTIES CO.

Wabash, Ind.

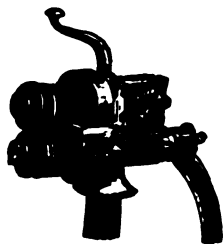


THE PACKHAM Stove Pipe Crimper and Bearer

MADE BY

THE PACKHAM CRIMPER CO.
MECHANICSBURG, OHIO

If Your Jobber Does Not
Carry It, Write Us



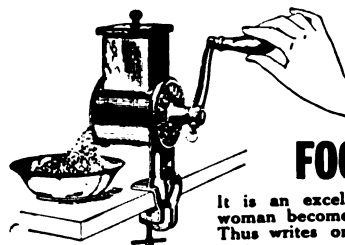
**Sedgwick Hand-Power Dumbwaiters
and Elevators**

Manufactured by Specialists and Guaranteed Send for
Catalog and Discounts.

SEDGWICK MACHINE WORKS

136 Liberty Street

NEW YORK



We find it easy to
sell the

**"Climax"
FOOD GRATER**

It is an excellent article and every woman becomes infatuated with it.—
Thus writes one of our enterprising customers.

HE IS MAKING MONEY! TODAY for prices. Acquire the same habit and write

Schlichter Manufacturing Co.
HAMILTON, OHIO



ORDER NOW
For the Fall Painting Season



House Paints, Interior Finishes
Floor and Step Paints
Barn and Roof Paint
Varnishes

Automobile Enamel

Bungalow Paint

Do You Carry WINDOW GLASS?

You should have a stock on hand at all times. We can take care of your wants in the next shipment to you.

AMERICAN WINDOW GLASS

PACIFIC HARDWARE & STEEL CO.
SAN FRANCISCO, U. S. A.



St. Louis, San Francisco, Spokane, Seattle, Portland, Salt Lake, Los Angeles, Helena, Chicago

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Volume XII

NOVEMBER :: 1917

Number 11

THE WORLD IS THE OFFICIAL ORGAN OF THE WESTERN ASSOCIATIONS

INDEX OF CONTENTS

	Page
Convention Season at Hand.....	68
Business that Is Dumb Is Dangerous.....	68
What the Liberty Loan Means for Business.....	69
Trade Acceptance Minimizes Business Risk.....	70
How Can a Dealer Increase His Profits?.....	71
What Does Your Customer Expect?.....	72
Keep Business Going for Our Country's Sake.....	73
Getting 'Em 'Round the Corner.....	74
The Parable of the Prodigal Father.....	76
When Editors Tell the Truth.....	77
An Active Ohio Manufacturer—Lyman H. Treadway.....	78-79
Practical Helps for Ad Writing.....	81
A Patriotic Hardware Family.....	82
Window Display Suggestions.....	84
Eliminating Unnecessary Finishing of Goods.....	85
Are You Posted On New Child Labor Law?.....	90
Concentration vs. Scatteration	93
Learning Your Business.....	96
Is a Manufacturer at the Mercy of Cutter?.....	98
All Live Merchants Handle Paint.....	100
Playing Up Automobile Accessories.....	104
Benefits of Military Training.....	122
New Goods and Specialties.....	132-136
Business Opportunities	137
Plumbing and Heating Department.....	138
Essentials of a Satisfactory House Heating Plant.....	138
Your Legal Status If You Or Your Products Are Ever Boycotted.....	144
A Study of the Different Types of Pipes Used in Disposal of Rain Water from Buildings	146
RETAIL SELLING PRICES	153-165
AUTOMOBILE ACCESSORY DEPARTMENT.....	104-129

CONVENTION SEASON AT HAND

The season for the annual conventions of the various retail hardware organizations is now at hand. Usually the convention season is ushered in by the annual convention of the National Hardware Manufacturers' Association, as well as that of the National Hardware or Jobbers' Association, which is always held in October of each year in Atlantic City.

Beginning then in November, continuing throughout December, January, February and March, the retail organizations hold their annual conventions.

There has never been a time when it was more important for retail merchants to get together, compare notes and know just what the other fellow is doing, get suggestions and ideas, than at these annual conventions.

Much of the convention proceedings are naturally of an executive nature, and while "HARDWARE WORLD" representatives attend such conventions, it would be a violation of confidence to publish all the suggestions and data that is put forth, much of which is very valuable indeed.

The fact that a number of the Associations hold their conventions during the same month if the entire proceedings of these conventions were published consecutively, would require a publication many times the size of the "HARDWARE WORLD."

Many of the addresses, which will be quite helpful and interesting, will be held over and published later.

This is the time when every merchant should consider his own welfare, as well as the welfare of the trade and associations generally, and make a point of attending his conventions.

THE PRICE-CUTTER

A merchant who advertises a standard article at a cut price makes it difficult for the public to know the true value of the article advertised.

And when the merchant regains his commercial composure, and again offers the article to the public at the regular price, he sure has an interesting situation to face!

Customers have "poor forgetters," and, in a case of this character, the merchant's explanation fails to explain.

Your competitor is losing nothing, and YOU are gaining nothing, by your riveting your attention on HIM. But your CUSTOMER is losing by reason of this misdirected attention, and YOU are overlooking business.

Your business exists wholly on your net profits. It's all very fine to build up great gross sales, but the ultimate test of your merchandising-advertising methods is spelled in just three letters: N-e-t.

"BUSINESS THAT IS DUMB IS DANGEROUS AND DANGEROUS BECAUSE IT IS DUMB"

Dr. Frank Crane says business that is dumb is dangerous.

He goes a step further. He says it is dangerous because it is dumb.

In further explanation he adds: "When there is power it must exert itself in some way, it must express itself, and in man the normal way is through art, letters, painting, sculpture or music. Hence art is considered a great civilizer because it furnishes an outlet for human energy."

"Yet it is an outlet, a method of expression which develops and improves the quality of that energy."

The profane person uses oaths because he does not know a better way to express his feelings in words. If he knew the art of speech he wouldn't swear.

Animals not having the power of speech can only give expression to what they feel or mean by biting, howling or tearing. This is the reason all power that is dumb is dangerous.

A great public corporation that serves millions of people and furnishes the necessity of communal life, for years may go along in prosperity, then when it approaches the Legislative Body for some favor or reaches a place where it needs the support of public opinion, it suddenly becomes aware that there is a feeling of hostility among the people toward it.

The first thing its directors do is to get together and exclaim against the ingratitude and the injustice of people, and all this talk arouses hate, jealousy and envy.

Dr. Crane believes it would do these directors good if they could be made to see what is the matter. They themselves are primarily to blame because in the past they have been dumb. He further believes that a persistent campaign of advertising would have changed all that hostility to friendship.

Friendly to Those Who Talk.

He says it is natural for people to feel friendly towards those who talk to them. Human nature is human nature, it can not be changed. If a man in a village or a town never speaks he will be suspected of all manner of crime. Hence a non-advertising corporation, whether big or little, that has nothing to say in the public press, does not talk to the people with whom they do business, or in whom they are interested, is building up a feeling of hatred, envy and suspicion.

Things may seem to go well until the corporation needs help, then it discovers it has foolishly alienated the people. The more power a man or an organization has the more they need advertising as a method of self-preservation.

The path to the purse is publicity.

What the Liberty Loan Means for Business

OCCASIONALLY one hears a pessimist or someone who is not well informed with reference to what the Liberty Loan is, condemn the government for "lending money to our allies" and "taking so much money out of the country." Apparently there are a few who believe this to be true, and perhaps some who claim to be fairly well informed on most matters are misled by such statements.

On the contrary the reverse is actually true, for not one dollar of the immense sums that are being loaned to the allies is taken out of the United States, but every dollar of it is put in circulation.

It is really calling forth money that has been saved and using it to buy not only food and ammunition, but every line of mercantile business is greatly stimulated—hardware, iron and steel products, farm implements, harness and saddlery goods, clothing, groceries, shoes, underwear, motor cars, in fact, there isn't a single line of manufacturing or commercial endeavor but what is greatly benefited by the Liberty Loan.

This money is really being used by the United States government in placing with the manufacturers, farmers, miners, mechanics, laborers, in fact every line of business, monster orders for all manner of supplies of every description. So when anyone tells you we are "draining our country" of money, that we are sending it abroad, put them down as either an ignoramus or one who is intentionally trying to mislead the people.

It all comes back to us in the shape of purchases of supplies. This means that the whole business machinery of the country must run at a higher speed than ever before. The loan itself is a mighty stimulus to hundreds of lines of business.

That is exactly what the tremendous financing the needs of this country and the Allies now in prospect means. No one need be misled by the use of the word "loan" in connection with our aid to the Allies. We are not lending them money to take away and employ in purchases elsewhere. What we are giving them for the most part is a countersigned order for the products of our fields, factories, forges and mines.

That much from a material standpoint. Aside from that surely there is no American who has kept informed with reference to the development of European affairs, but knows that unless the Allies are successful in this war Germany will endeavor to collect the entire cost of the war from the United States.

Even if the amount was given outright to the Allies to help them in winning the war, it would be the cheapest kind of insurance both from a life and property standpoint.

A BOOK EVERYONE SHOULD READ

We want to recommend to each of our readers, no matter what views they may hold with reference to the war, to read a book that was written and published three years before the war begun. It was published in 1911, written by Count von Bernhardt, a general of the German army. It is entitled, "Germany and the Next War."

No matter what views you may hold, you will be interested in the German psychology, in getting their point of view, and you will understand their reasons for doing the things they have done. It is an almost exact prediction of what has been their aims and what they have tried to accomplish.

Read it for yourself, form your own opinion, and you will understand what it is that the world is contending against.

MERCHANT'S GOOD ADVICE

"I tell my clerks that they should try to study every article in our stock. I ask them to learn our stock 'by heart'.

"I have to learn the stock that way. Sometimes my clerks 'fall down' on a customer. Then I take hold and make the sale. They ask me why I can do it. I tell them: 'I know the stock'.

"Knowing your stock is everything. Fine talk won't replace. Cut prices won't make up for it. Arguing with the customer till you're black in the fact won't fill the gap caused by not knowing your stock in any line."

"PATRIOTISM THAT COSTS NOTHING OR SHOWS ONLY A PROFIT IS NOT THE WINNING KIND"

Our watchword must be no unreasonable profit. It is fully appreciated that the wholesale grocer's margin of profit is ordinarily very small indeed, that no one is guaranteeing you against declines, and that an unusual profit if gained upon one article is frequently offset by losses on another item, but during this war the people must have food at the lowest possible cost or the only result will be disaster to us and to all. You should not carry large or unusual stocks. Your competitor, perhaps, may not always make the sacrifices you do. He may carry large stocks, or hoard, and may make large profits, and his profits, unless perchance the market is against him, will be in part at your expense, but your country and her Allies, their masses of workingmen and women who must have food at fair prices and be protected from want, if we are to win the war—these are the ones who will profit most by your bit toward victory.—National Wholesale Grocers' Association.

Trade Acceptance Minimizes Business Risk

Method, Practically Unknown Until Recently in This Country,
Possesses Advantages For Merchants

By Edward E. Adams

THE trade acceptance is a draft—or “bill”—drawn by the seller upon the buyer and by him “accepted” by writing that word upon its face and signing. It is payable at the date and place named in it. It is the customary method of settling wholesale accounts in some countries and practically universal in international trade when credit is given, but with bank acceptance preferred.

The trade acceptance was practically unknown in domestic trade in this country until recently. In the loose way of transacting business usual in new countries, trade was conducted by open account, which by habit has persisted until the present time. Much effort is now being expended to introduce the trade acceptance in this country. In the end its use must become general, as it is where trade is better organized, profits smaller and risks more carefully avoided. In the end it must prevail because it minimizes business risk.

This is true because any concern entitled to and receiving credit will be more careful in buying if, instead of getting its goods on open account, nominally due in thirty or sixty days, but which is not necessarily paid then or at any particular time, it gives an undertaking to pay on a certain date, has no idea who will be the owner of the paper at maturity, but is certain that it will be promptly presented for payment, presumably by some bank, at the appointed time. Failure to pay promptly impairs—and may destroy—credit. And that makes buyers cautious.

Obviously, all sellers, as such, desire the trade acceptance. It minimizes losses by bad debts and is always available for discount at one's bank, and is therefore, less discount, equivalent to a cash sale, thus enabling a larger volume of business to be done with a given capital. Such paper, if so drawn as to show that it is given in payment for merchandise for resale, is greatly desired by banks, and especially by members of the Federal Reserve System, because they can themselves rediscount it at a lower rate at the Federal Reserve Bank. That assures, when business is active, a rapid turnover of capital at a small profit, which is the most desirable bank business. The trade acceptance is also advantageous to sellers by reducing bookkeeping and the cost of collections, which is greater than the discount on acceptances.

If merchants were all sellers and never buyers, the trade acceptance would be universal.

Unfortunately, all sellers are also buyers, and as buyers they are inclined to shy at the trade acceptance. By joining with the retailers, many of them do not know how promptly they may be able to themselves collect, and suspect that, should they seek to fortify themselves by asking the customer to give a “bill,” say for a suit of clothes, the customer would have a fit and vanish for evermore. And there is probably ground for the suspicion. And yet, logically, the system should begin right there.

Many retailers, and some wholesalers and manufacturers, have not the capital sufficient to carry open accounts on the selling side, and give written acceptances on the buying side. Doing business with inadequate capital is the American business failing, and the greatest cause of business instability.

The use of trade acceptances in buying would require greater scrutiny of credits in selling, which in this country would doubtless tend to turn away customers. Merchants do not like that, and, strange to say, the financially weakest like it least of all. They desire to do all the business possible, that their books may show apparent prosperity and help their standing with their banks, and, with American optimism, hope they can collect. For this reason the trade acceptance will come rather slowly into use in this country, but it will come.

And when the practice becomes so thoroughly established that merchandise can be got only on such terms, a good many struggling concerns will be put out of their misery by a death which will really be a blessing to themselves and their creditors.

The process will begin—is, in fact, beginning—with the financially strongest firms, including those who habitually discount their bills. But the trade acceptance, when it works both ways, is better than discounting bills, because it increases the volume of business which may be safely done with a given capital. For those who borrow, the trade acceptance is better for the bank than the usual note, for it has two names and a broader market. It should assure a lower rate of interest.

The general use of trade acceptance will come about by discounts by sellers to buyers, who pay in that way sufficiently to make it an object to all who can possibly arrange to bind themselves so tightly. And the greater the inducement, the more rapid will be the change. Without such inducement the change will be very slow.

How Can the Dealer Increase His Profits?

By R. O. Morgan.

ALL dealers associations have for some time been advocating note settlement for all complete goods taken from the dealers' store and relegating to the discard the old "charge it to John" methods of yesterday. They are now also recommending the next step, the discount of these notes with banks, if necessary in order to take advantage of the cash discounts offered by manufacturers and wholesalers.

The securing of interest that was formerly lost on open book accounts and the loss of cash discounts on purchases perhaps does not look like such a large saving to those who have not analyzed it carefully, and figured out just what percentage it bears to the capital invested in the business. Most of us are too prone to superficial estimating rather than intensive analysis.

We believe all will agree that a first mortgage loan drawing an average rate of interest is a good investment, but it will not net the dealer a whit more profit than the taking of interest-bearing notes on long time sales—as we believe the following analysis will fully show.

Take for example a dealer who invests \$8,000 cash in his business. Statistics show that such a dealer turns his capital three times a year, which would mean an annual volume of \$24,000. Ordinarily about one-third of this volume is cash or very short time sales—\$8,000, leaving \$16,000 worth of business which he does on long sales terms.

The average time on this \$16,000 is six months. If the dealer gets note settlement on all of these long-term sales at 6 per cent per annum, it amounts to \$480, which on the surface may not appear like a large saving, but figure the percentage that this \$480 represents to the cash invested in the business of \$8,000, and it represents 6 per cent, just as good a return as if the \$8,000 had been invested in a first mortgage loan, besides making for the dealer his legitimate sales profit.

If discount dates on his purchases arrive before the dealer has been able to make sufficient collections himself to meet his obligations, he has another recourse open to him in order that he may save his discounts. Having in his possession the good, interest-bearing notes covering the long-term sales, he is in position to take these notes to his banker and get the money for them, either by discounting them or putting them up as collateral security.

On a sale of \$24,000 figuring a 25 per cent sales profit the net cost of the goods purchased would be \$18,000—of this amount probably \$3,000 covers repairs or other items not subject to discount, leaving \$15,000 of purchases sub-

ject to an average discount of 5 per cent—representing \$750 of discount—again figure percentage to investment of \$8,000 and find 9½ per cent.

Summing it up, it will readily be observed that the dealer who takes note settlements bearing interest and who discounts all of his purchases, makes a profit of 15¾ per cent on his investment, over and above the dealer who does not take note settlements and does not discount his bills.

Figuring it the other way around, it will be observed that the monetary saving is \$1,230, or 5¼ per cent of the volume of sales, \$24,000—showing that this dealer can do business for 5¼ per cent less than the other fellow, other things being exactly equal.

Perhaps a more comprehensive method of showing the above might be illustrated by the following table:

Capital	\$8,000.00.	Annual Sales,	\$24,000.00.
Annual Sales—			
1/3 Cash or short terms	.....	\$	8,000.00
2/3 Long terms	.....		16,000.00
			<u>\$24,000.00</u>
Average time on long term sales, 6 months—			
6 months at 6% per annum on \$16,000.00	.....	\$	480.00
\$480.00 is 6% of investment of \$8,000.00.			
Annual sales	.....		\$24,000.00
Approximate sales profit 25%	.....		<u>6,000.00</u>
Approximate cost of goods	.....		\$18,000.00
Probable amount not subject to discount	....		<u>3,000.00</u>
Discountable purchase invoices	.....		\$15,000.00
Average discount 5% on \$15,000.00	.....		750.00
(\$750.00 is 9½% of investment, \$8,000.00.)			
Income from interest-bearing notes and profit on discount	.....		\$ 1,230.00
\$1,230.00=15¾% of capital invested of	.....		\$ 8,000.00
\$1,230.00=5¼% of volume of	.....		<u>\$24,000.00.</u>

TEN BUSINESS MAXIMS

1. Keep human; business depends on the human equation.
2. Courtesy is the first law of business.
3. The knowledge of a woman's name is the open sesame to her confidence.
4. Don't expect interest if you are not ready to show it.
5. Artistic display of goods is half the sale.
6. Every dollar invested in a good clerk will return a hundred fold.
7. A good location is money in the bank.
8. Variety is the spice of shopping.
9. Price, style and quality are all greatly to be cherished, but the greatest of these is style.
10. It is not always the butterfly who buys the most goods.

If ashamed of your business, keep it dark.

What Does Your Customer Expect?

THE average retail merchant is careless in getting the view point of his customers. Too often this is the attitude of the average sales clerk. This is particularly true when it comes to appealing to the trade of the women folks, for the average salesman or saleswoman often forget to show the common courtesies and accommodation, which they appreciate when the position is reversed and when they are the prospective purchaser.

Pleasant Manners Count Much

If you consider the matter at all, you will realize that the people with pleasant and agreeable manners who try to serve you, who are interested in selling you something that will please and satisfy you, and will give you service, are the people from whom you buy.

These people you remember on account of this service and courtesy, because it is so unusual it stands out in your memory. You seldom forget when you are shown such attention, when people are intelligently helpful and pleasing, and never familiar or rude, no matter what the provocation may be.

Then again, one's appearance counts for much. No one likes to deal with a slovenly, slouchy person, whether in dress or person. It doesn't cost anything to be neat, clean and to have a well-kept appearance.

It isn't necessary for one's clothing to be expensive in order to make this appearance.

Then too, sales people should be kept fully informed about what the policy of a store is, as to what stock is carried. Customers have a right to expect intelligent information, and discourteous answers or a don't care attitude is one of the worst drawbacks to holding a customer's trade.

When a clerk is asked for a certain article, if there is any better brand or any cheaper brand, whether he is ignorant or not, if the proper answer is not given, the customer becomes disgusted and will frequently leave, not only without making a purchase, but will never return.

Sales people must be taught to know their merchandise. They must become expert in the uses to which goods are to be put, and know something of what it is intended for. Clerks can not know unless they are taught, but their interest must be aroused. They must understand an article so as to be able to demonstrate it if necessary, to make a sales talk on the quality and comparative value of what they are selling in comparison with anything else that may be brought up.

Another important point is that sales people must be absolutely honest. When a clerk is trying to give false weight or misrepresenting values, there is nothing that will drive trade

away quicker than to have a customer get such an idea, whether it is intended or not.

It doesn't take long for a dishonest policy of a clerk or a store to become known in the community.

Another thing, customers generally like to have suggestions; they appreciate information. When you find a thoughtful person, one who is bright and quick and can make suggestions, or offer ideas, you will notice that ninety-nine times out of a hundred the customer will seek such a clerk, as they are glad to have such suggestions, especially when it pertains to labor-saving devices, or something that will economize in time and work.

Another point is that too many clerks are ignorant of the advertising policy of the store. They don't know what is being especially advertised, or what is being offered in the local papers. It should be made a rule that every clerk should read the firm's advertising as soon as it is issued. Many of the large stores have the advertising on a bulletin board in various places in the store, and insist that the advertisement should be read by all their clerks.

The educating of sales people in encouraging their ideas and suggestions, is one of the best investments a merchant can make.

THE TOWN OF DON'T-YOU-WORRY

There's a town called Don't-You-Worry,

On the banks of River Smile,
Where the Cheer-up and Be-Happy
Blossom sweetly all the while.
Where the Never-Grumble flower
Blooms beside the fragrant Try,
And the N'er-Give-Up and Patience
Point their faces to the sky.

In the valley of Contentment,
In the province of I-Will,
You will find this lovely city,
At the foot of No-Fret hill.
There are thoroughfares delightful
In this very charming town,
And on every hand are shade trees
Named the Very-Seldom-Frown.

Rustic benches, quite enticing,
You'll find scattered here and there;
And to each a vine is clinging
Called the Frequent-Earnest-Prayer.
Everybody there is happy,
And is singing all the while,
In the town of Don't-You-Worry,
On the banks of River Smile.

A blind man, with head full of sawdust,
could get orders by price-cutting.

"Keep Business Going" For Our Country's Sake

By John Wanamaker, Philadelphia

OUR country, prosperous, can pay our war costs as they come and have enough left over to aid our allies. Our country, unprosperous, with business halting, money hoarded through fear or false economy, will be hard pressed to keep food on the table and clothing on the back.

Keep Business Going

is a patriotic slogan. Keep money in circulation. Keep wages good. Keep on making money, that we may have money to spend for war sacrifices.

The worst thing that could happen to the world these days would be a business depression in our United States.

War in itself does not cause business depression.

The billions of dollars of money to be expended in war preparations will be put into circulation in our own country, and this in itself will create new wealth for use in the world struggle for humanity.

The one thing that might halt business now is an unpatriotic psychological feeling of panic and a false idea of patriotic economy.

Patriotic Economy

Patriotic economy means the elimination of waste and extravagance. It means the conservation of our food products, our natural wealth, our health, our energies, our labor, our very lives. It means putting more efficiency into everything we do, so that each unit of money, energy and intelligence may accomplish the utmost.

Patriotic economy does not mean the lowering of America's standard of living, which would make us less efficient physically and mentally, nationally and individually, and would kill the spirit and the will to do the truly self-sacrificing things to be done.

Cities and communities must go on with their civic improvements. Road building and public works must proceed. Railroads must renew their equipment. Factories must be kept going to their full capacity. Labor must be employed. Homes must be kept up. Merchandise must be produced, distributed and used.

War duties and war expenditures must be in addition to peace duties and peace expenditures. The more we do the more we can do. The more money we spend the more we will have in our pockets to spend. Money creates money.

In a word, the natural sane life of the country must proceed as though we were not at war, in order that we may have the necessary prosperity to promote the war to a quick and successful conclusion.

President Wilson sounds the keynote in this sentence: "It is evident to every thinking man that our industries, on the farm, in the shipyards, in the mines, in the factories, must be made more prolific and more efficient."

Our industries can be made more prolific only if the people buy and use the merchandise produced by our industries. Manufacturing slackens when business slackens. Manufacturing grows in a prolific way when business grows. And business can grow and remain healthful only when people buy and keep money in circulation.

Business Is Going—Strong

Business is going! In the east, the west, the north, the south, the country is prosperous. Last month's increase in business was very large. Banks may wait in their operations until the government bonds are assimilated. People may pause temporarily in their outfitting to arrange to meet the new conditions. But the unloosing of billions of dollars will unloose a flow of prosperity absolutely necessary to sustain the world's burden.

Governments set the pace in their expenditures.

Individuals must not lag behind. Seven billions of dollars to pay is only \$70 per capita in the United States. Yet seven billions of dollars, put to work at six per cent—a fair estimate of the producing power of money—will create \$420,000,000 of new wealth.

The income tax we pay will not be a tax on prosperity, but a spur to prosperity. Every dollar the individual pays out will come back to him with interest in the general prosperity of the people.

Keep business going—for our country's sake. War cannot be waged and won without the sinews of war.

KEEP GOING!

Those fanatical pacifists and pro-Germans who were fond of saying that this is a "Wall-street war" and "a rich man's war" would be at a loss to explain the Senate bill which provides that a man with an income of \$1,000,000 will pay more than half of it to the government. He will be asked to contribute \$500,000 as a surtax under the new law, \$110,000 as a surtax under the old law, and \$40,000 as a normal tax under the old law, or a total of \$650,000. One manufacturing magnate, whose personal income last year was said to be \$50,000,000 would have to pay \$30,000,000. He will be able to rub along on what is left, but the figures knock the bottom out of the "rich man's war" superstition.

Getting 'Em 'Round the Corner

Suggestions for the Merchant Whose Store is Not on Main Street

By Frank Farrington

THE big hardware store on main street doesn't have to worry about how to get customers to come that way, because that is the section people frequent when they are out to buy. The more stores there are grouped together, the more people and the more trade there will be attracted to that locality. Business follows the crowd.

It is easy to see that these things work to make it harder for the man in the small store on the side street to get business. The store around the corner has to draw to it people who are not ordinarily passing that way. It must get people to come there on purpose to patronize that store.

The big problem with the side street hardware store is how to get people to leave the regular shopping section and come around there. It means that people must be given a reason for coming. They must be made to want to come.

It is easy to say that the side street dealer can offer price inducements and in that way get trade, but it must be remembered that mere price cutting is not a short road to business success. You have to make a profit, and very likely prices are cut to the bone on many lines already, and by the Main street stores.

Still the price matter must be a feature of the pull exerted by the dealer around the corner. Expenses are less on the side street. Rents are lower. It costs less to do business there and there are ways in which this saving can be made to help get trade.

Don't Cut Prices on Standard Lines

The price reductions should be on goods that are not standard in every store, because to cut a price on a standard, nationally - advertised article simply means that the cut will be followed by all hardware stores in town and in the end the cutter will have gained nothing at all and everybody will lose that much net profit.

Instead of a cut on a well-known article like that, offer price inducements on specials, goods bought for special sale purposes, and on articles that are not branded with standard names. Then, in making the special price a feature, don't cut too deep. You are out to get trade by showing people that by trading with you regularly, you can save them money. Small savings on many purchases will effect this without attracting much attention from competitors, while a big cut on a few things will mean counter-cutting by the Main street store.

How to Lower Prices

Make your prices lower, but not so much lower as to attract at once the jealous attention

of the big competitor. If your selling expenses are 18 per cent on the side street as compared with 25 per cent in the case of the Main street stores, it does not take a prophet to see that you can sell goods closer than the other fellow. The only thing to consider is how you can do this without immediately bringing the other fellow right down to your price level. He will have to come, you know, if there is much difference, even if he loses all his profit in doing it. He might as well lose his profit as to lose his business.

Cheaper selling at a profit must begin with the buying end. You will have to keep your eyes open for specials, for odd lots, for bargains. I do not mean by this that you are to build up a stock of seconds and defective goods bought cheap because of their lower value. I mean that you need to have a few of those goods to sell where something cheap will answer the customer's purpose well enough and save him some money. I mean that it will be worth while to have a few bargain goods to attract interest, even though you do not sell many of them, but are able to sell the standard goods because customers will see their better value when they compare the two kinds.

Small Savings Attract Trade

It is perfectly logical for the side street man to rebate his trade some of the saving due to his location. It costs his customers more to do business with him. It takes their time and their energy to go out of their way to buy. They will not do it without reason. Suppose you can afford to give the trade prices three per cent lower because of your side street location. Instead of going right down the line and cutting all prices that much, why not issue a cash rebate to every customer, simply giving back in all cases three per cent of the sum paid, explaining that this is a location rebate, a side-street rebate? If you meet all competitive figures and then on top of that issue your little location rebate, you pay the customer for the time taken to come around the corner.

These are days of economical buying. People are scrutinizing prices as never before, because costs are so high. If you show the public that you save the buyer three cents or five cents, you get the business. It is not necessary to advertise prices cut in half. It is not necessary to resort to exaggerations. Small savings are enough to attract buyers without being enough to get the big store on Main street excited about your figures.

Every customer who comes in can be sent away with a realization of the advantage of buying from you, if you will. "These cut nails

are so much a pound, Mr. Brown. You have to pay half a cent more on Main street." Mr. Brown welcomes that saving. Mr. Green takes home some copper rivets and opening the parcel he finds a slip of white paper on which is written with a blue pencil, "These copper rivets cost you so much. The price on Main street would have been five cents more." Mr. White, passing the side-street hardware, sees in the window a card reading, "These aluminum kettles, \$3.48 each. Same quality \$3.75 on Main street."

The constant reiteration in this way of the difference between prices in your side street store and those on Main street is going to have its effect. The customer can easily prove the truthfulness of your quotations if he happens to be in doubt. The savings are small, but obvious. It begins to look to a man as if he was going to be ahead just that much if he trades with you. He talks about these price differences to his friends and acquaintances, and the news spreads.

Write Letters to Prospects

The side-street dealer always has the opportunity of writing letters to possible customers. To this end he ought to accumulate a list of people who might be influenced to patronize him, people living near the store, people living where they do and easily can pass his store in going and coming. This latter class is a particularly good prospect list.

The hardware dealer who is trying to build up a business has time every day to write one or more letters to people he thinks should be buying from him. If you haven't a typewriter, write them with pen and ink. Make them personal. Something along the following line may fit your need:

Dear Sir:—You know there is money to be saved on the cost of hardware store goods by careful buying.

That means that if you take pains to find out where you can buy to the best advantage, you can make your money last longer and make it buy more.

It costs me less to run my store than it would if I had a big place on Main street. Of course I can sell cheaper on that account.

You have been paying — for wood screws, if you have bought any on Main street lately. My price is —.

Every day I put into the window some article priced a little under the Main street prices. Every day there is something different there.

I don't make mere leaders of these goods and then make it up on you in some other line. I undersell Main street all along the line.

These little savings, you know, are what count in the long run and, goodness knows! it's going to be a long run to where prices will be down to low ebb again.

Well, you haven't time to read a long letter, but you may be willing to come down Third street the next time you come down town, or else go home that way and see what we have to offer. Cordially yours,

Does that suggest anything in the way of a window campaign to get trade? Writing two

or three letters a day along that line will reach a lot of prospective customers in a year, and do it without much expense.

You will notice the letter is written in the first person. You who run a small store do much of the selling yourself. The store is a personal matter with you. With you a customer is a personal visitor whom you meet at the door perhaps, and part with at the door. Did you ever stop to think that that is just what people like? When you go into a store to buy, don't you like to do business with the proprietor, rather than with any of the clerks?

You know that when you are talking to the boss you are talking to somebody who knows, and if you want information from him, you get it without his being compelled to go and ask someone higher up. There isn't a man in your town who wouldn't be willing to take a few extra steps to buy in a store where the boss himself would wait on him and take a personal interest in his purchases.

Small Stores Make Most of Personal Element

So, if you advertise and write letters in the first person, you make people feel that they are going to meet you and do business directly with you when they come in. The personal element is getting and holding trade today in thousands of smaller stores, while the bigger stores are trying to fight this condition with more elaborate displays, more expensive methods and with price slashing, but the personal element will be found to pull harder than these other attractions.

If you make a personal friend of a customer he will come around not merely one, but a dozen corners to get to your store, and he will tell his acquaintances about you, and he will bring them to your store. The personal element is the best business getting proposition for the side-street store. If you are a crabbed, uncongenial cuss, a poor mixer and a business-is-business man, with no real interest in your fellow human beings, you have not the making of a success in a store around the corner, or of a small store anywhere. The only place for you is somewhere where you do not come in contact with folks, but do all your business with machines.

It is not always the financial appeal that brings people out of their way to patronize a store. Service is the big word nowadays in merchandising and service you can give.

You can give the customer the personal attention he wants. You can see that the clerk gives each individual that attention, too, because the clerk is working right under your nose. You can see that every parcel that goes out is properly tied and wrapped. You can see that goods sold leave the store in perfect condition. You can give your personal attention

to all complaints. You can meet the farmer at the curb and make him your friend. You can see that the waiting patron has a seat. You can hand out a cigar now and then where it will help. You can make your personal help and advice to customers worth enough so that they will realize they might better pay you a little more money rather than forego the advantages you offer.

Business Comes to the Man Who Goes After It

If you expect to open a small store around the corner and develop a business on a waiting basis, you are doomed to disappointment. The old saying that "Everything comes to him who waits" does not apply to building up a hardware business around the corner. You will have to go after the business, and since you cannot afford to go after it with costly advertising, since you cannot use newspaper advertising if yours is a large town or city, you will have to use other means.

Use your personality, your windows, your letters, adding to that all the help the manufacturers of well known, nationally-advertised goods will give you, and you will make good.

SERVICE

We're very fond of written speech;

We've spent a lot of years in gleaning
All dictionaries have to teach

Of words and phrases and their meaning.

We've tried our best to stuff our brains

With terms that we believed worth knowing

But we have cracked beneath the strain;

This "service" thing has got us going.

It's "service" here and "service" there;

The butcher brags that he supplies it;

In ads and adlets everywhere

The iceman and milkman advertise it.

You find it in the magazines

In many a full-page boast and puff.

It's sold with cheese and beer and beans,

But what in blazes is the stuff?

The men who peddle motor cars

Have got fanatical about it;

You buy it with five-cent cigars,

You never see an ad without it.

The haberdashers give it free

With all the socks and ties they sell you,

But what the Moses can it be,

Is more than any one can tell you.

It's "service" this and "service" that;

The millers mill, the bakers bake it,

You rent it with a Harlem flat,

The very cocktail mixers shake it.

You never see the thing around,

But it's the best of all devices

That modern business men have found

To plug the game of boosting prices.

THE PARABLE OF THE PRODIGAL FATHER

And He said, "A certain man had two sons, and the younger of them said to his father, 'Father, give me the portion of thy time, and thy attention, and thy companionship, and thy counsel and guidance which falleth to me.'

"And he divided unto them his living in that he paid the boy's bills, and sent him to a select preparatory school, and to dancing schools and to college and tried to believe that he was doing his full duty by the boys.

"And not many days after the father gathered all his interests and aspirations and ambitions and took his journey into a far country, into a land of stocks and bonds and securities, and other things which do not interest a boy, and there he wasted his precious opportunities of being a chum to his own son.

"And when he had spent the very best of his life and had gained money, but had failed to find satisfaction, there arose a mighty famine in his heart, and he began to be in want of sympathy and real companionship.

"And he went and joined himself to one of the clubs of that country, and they elected him chairman of the house committee, and president of the club, and sent him to the legislature.

"And he fain would have satisfied himself with the husks that other men did eat and no man gave unto him any real friendship.

"But when he came to himself, he said: 'How many men of my acquaintance have boys whom they understand and who understand them, who talk about their boys and associate with their boys and seem perfectly happy in the comradeship of their sons, and I perish here with heart hunger. I will arise and go to my son and will say unto him, "Son, I have sinned against Heaven and in thy sight, and am no more worthy to be called thy father. Make me as one of thy acquaintances." And he arose and came to his son.

"But while he was yet afar off his son saw him and was moved with astonishment, and instead of running and falling on his neck, he drew back and was ill at ease. And the father said unto him, "Son, I have sinned against Heaven and in thy sight. I have not done my duty by you, and I am no more worthy to be called thy father. Forgive me now and let me be your chum.'

"But the son said, 'Not so. I wish it were possible, but it is too late. There was a time when I wanted to know things, when I wanted companionship and advice and counsel, but you were too busy. I got the information, and I got the companionship, but I got the wrong kind, and now, alas! I am wrecked in soul and in body, and there is nothing you can do for me. It is too late, too late, too late'."—Kansas S. S. S. Journal.

WHEN EDITORS "TELL THE TRUTH, THE WHOLE TRUTH AND NOTHING BUT THE TRUTH"

A country editor got tired of being called a "liar" because of an occasional typographical error or slight disarrangement of the facts in publishing a commonplace news item. In his wrath, he announced in boldface black type as follows:

"A lot of people in this town fall out with the editor and brand him as a liar when the ordinary human mistakes of life show up in a newspaper. You have a little charity and fellow feeling for every man in town but your editor. You claim that you want the facts, and d——d if I don't give 'em to you. Read the next issue of this sheet and you'll see some facts with the bark off. I'll admit that I have been a liar, an editorial liar, ever since I have been editing this sheet, but I have never printed a lie in these columns except to save somebody's feelings from being hurt. I'm not afraid of any of you and I'll be dad blamed if I don't print the plain truth from now on, or until you get out of the habit of calling me a liar every time I make some little unavoidable typographical error. Watch my smoke."

Here are some paragraphs culled from the next issue:

"John Bennin, the laziest merchant in town, made a trip to Belleville yesterday.

"John Coyle, our groceryman, who voted with the republicans in 1896, and consumes more mail-order whisky than any other member of the Baptist church in this county, is doing a poor business. His store is dirty and dusty. It is a wonder he has any business at all.

"Rev. Sty preached last Sunday night at the Christian church. His sermon was punk and uninteresting, except some stuff he quoted from Bob Ingersoll, for which he failed to give Bob any credit. He also recited a few passages from one of William Elbert Munsey's sermons and had the gall to palm it off as his own.

"Dave Chartier died at his home two miles north of this place, last Thursday night. Dock Holderness, who is an old friend of the family, attended him a few minutes before he expired. He gave it out that Dave died of heart failure. That is a lie. Dave died from drinking too much of a very poor grade of mail order licker. This paper prints the truth.

"Tom Spradlin married Miss Cordie Meador last trades' day at the county seat. It ain't generally known, but the marriage was brought about mainly by a Remington shotgun manipulated by the bride's father; Tom concludin' that marryin' was the healthiest thing he could do until other arrangements could be made.

"Roger Lloyd, cashier of the State bank at Willow Grove, died Wednesday evening and

was buried Friday by the Odd Fellows in Pleasant Mound cemetery. He has been taking this paper seven years and so far hasn't paid us a cent; we thinking that he, being a banker, would pay some time. We will sell the account for two bits' worth of fresh greens.

"Married: Miss Susie Scruggs and Horace Guffin, last Saturday, at the Methodist parsonage, Rev. James C. Williams officiating. The bride is a very ordinary town girl who flirts with all the traveling men she meets and never helped her mother three days all put together in her whole life. She is anything but a beauty, resembling a gravel pit in the face, and walks like a duck. The groom is a natural-born loafer and bum. He never did a lick of work until his stepdaddy run him off from home last fall. He went to the county seat, and just before starving to death, accepted a job as chamber maid in a livery stable. As soon as his ma found out where he was, she went and got him and brought him home. He now resides at the home of his wife's father, and says that he has no definite plans for the future. Susie will have a hard row to hoe.

THE BOY WHO HAS NO PULL

George Eastman of Rochester, New York, told this story:

"The widow of an old friend of mine came to see me in the interest of her son. 'I've been wondering,' she said, 'if you can't help my son. I am so much interested in the young man, and I felt sure you would be willing to help him. The trouble is, he has no "pull," and he tells me that he has found out he can't do anything without a "pull." He's been trying hard, too; he has his oar in, but doesn't seem to get anything worth while.'

"I told the good lady that I had more sympathy for the young man than I had for her. I put it something like this:

"This boy of yours, when he was a little fellow, had nothing to do but play. Your idea and your husband's idea was to safeguard him and save him from the rough corners of this world. You pampered him; he had no chores to do—like the boys of thirty years ago. He didn't have to carry the wood in and fill the wood box for his mother, and now, as you yourself say, he has his oar in but he has no 'pull.' I think you have stated the case exactly.

"And now, the time has come when somebody else must do his 'pulling' for him. Our cities are filled full of steam-heated incompetents, looking for somebody with a 'pull' to do their 'pulling' for them. The only 'pull' that counts in this world is the 'pull' that is 'pulled' by the man himself. Inherited 'pull' is no 'pull' at all. 'Pull,' much as I regret it on your son's account, Madam, is not a noun; 'pull' is a verb."

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

An Active Ohio Manufacturer

Exemplification of the Saying That It Takes a Busy Man to Accomplish Results

Cleveland is the way every proud resident of **Sixth City** Ohio's metropolis refers to one of the greatest manufacturing centers in the world.

To the uninitiated that merely indicates that at the time of the last census, Cleveland was ranked sixth in population, but you will not find an Ohio resident, but who will be perfectly willing to admit that when it comes to the importance of its manufactures, and as a great industrial center, that it should rank among the first.

The suggestion has been made, however, that a very proper designation would be **Cleveland** and this would not require any **Pexto** explanation among the hardware fraternity, for everyone knows exactly to what that refers.

We do not know who is responsible for this abbreviated trade mark of Peck, Stow & Wilcox Company (Pexto), but there is no denying the responsibility of the men whose wonderful genius has enabled their famous products to encircle the globe.

Perhaps if Lyman H. Treadway, the president, was asked as to the part he has had in the development of this institution, he would not claim much of the credit—that is because of his excessive modesty.

But that does not prevent those who know from having a different opinion.

A native of New Haven, Conn., descended from a strain of New England and Pennsylvania ancestry, for thirty-six years he has been actively connected with this great institution, and its chief executive since July, 1911.

Merit Recognized

Through various stages of employment, advancing as his ability and merits were recognized, manager of the Cleveland branch, vice president of the company, he has literally worked his way from the ranks to the head of the business for which he is so eminently fitted.

Mr. Treadway is a firm believer that diligence in one's own business should not monopolize his entire time to the exclusion of everything else, and many of Cleveland's enterprises have benefitted by his active interest.

He has not been so busy with commercial activities to overlook his responsibilities as a citizen, and has served as deputy chairman and director of the Federal Reserve Bank of Cleveland since its establishment, is associated with the management of various institutions, hospitals and kindergartens that attest his interest in everything pertaining to the welfare of his fellow citizens.

He has served as director of the International Manufacturers Sales Company of America, president of the Cleveland Chamber of Commerce, of the Euclid Club, Union Club, and Masonic Temple Association. At present he is trustee for the Western Reserve University, St. Luke's Hospital, the Cleveland Day Nursery and Free Kindergarten, and Hiram House. His identification with the New England Society, the American Society of Mechanical Engineers and the American Academy of Political and Social Science all attest his universal interest.

His unusual executive ability and excellent business judgment, his study of and thorough acquaintance with all conditions of the hardware trade, added a new strength to the institution since he begun to assume a greater part in the management of the Peck, Stow & Wilcox Company, who are known as one of the largest producers of high-grade tools and machines, as well as manufacturers of builders and general hardware. They have had an unbroken and splendid history, dating from the time that Seth Peck began manufacturing tinners tools, in 1819, and with such men at the head as Mr. Treadway, and his co-workers, it is safe to assume that its progress will continue and the heritage of its good name and reputation will be a valuable asset to those who will some day be called upon to assume its direction and management.

Mr. Treadway typifies many of America's manufacturers, who are so ably assisting the government in its present war activities.

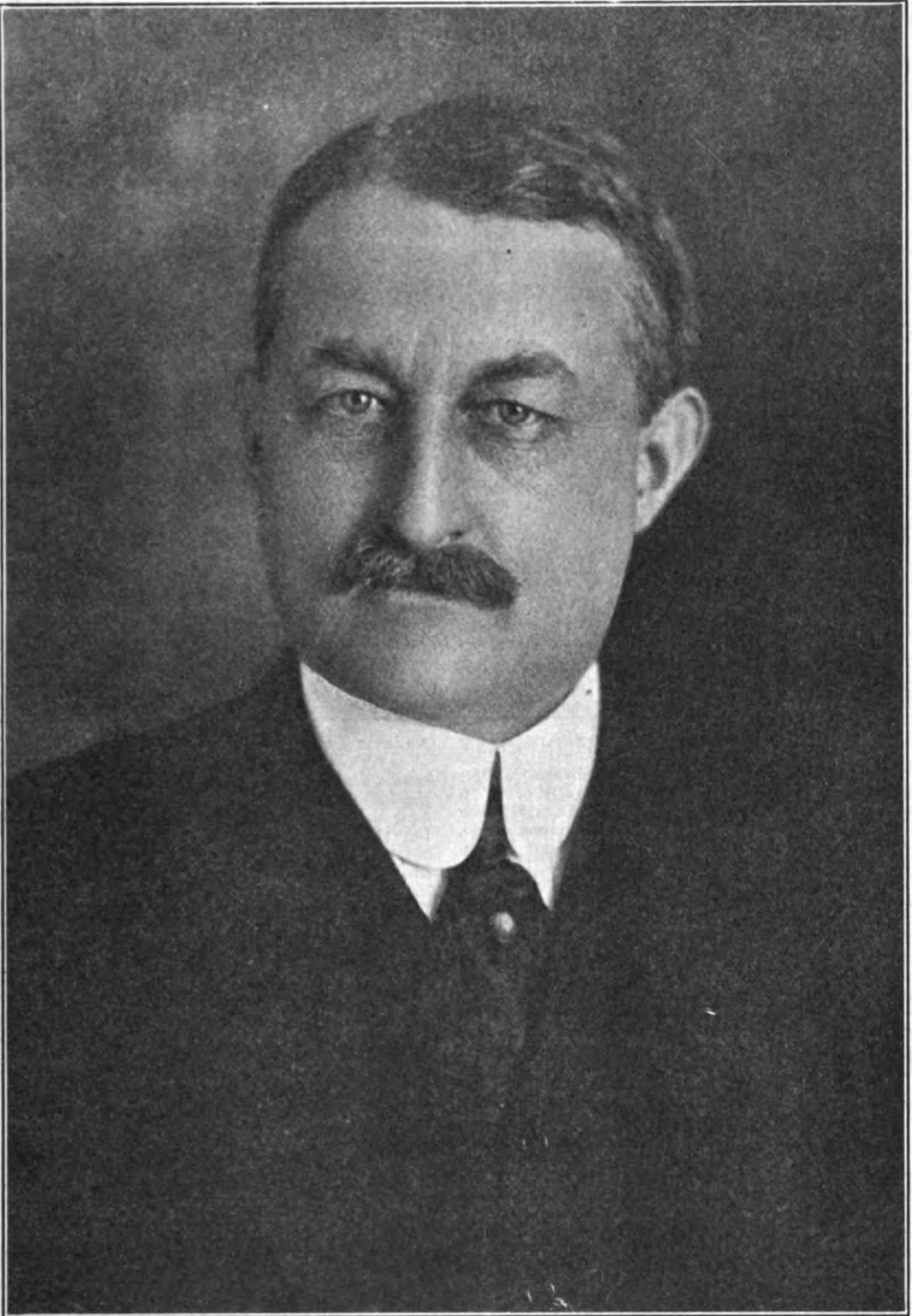
Hon. W. A. Holman, premier of New South Wales, recently said in a public address, that America had not made one-twentieth of the mistakes in the war other countries had, due to the fact that business men had been called to direct the business affairs of the nation instead of leaving it in the hands of politicians.

It is men of the type of Mr. Treadway, whose genius for accomplishment will enable America to be the deciding factor in war activities, as it has proven pre-eminent in industrial matters and of which Peck, Stow & Wilcox is a typical institution.

STRIVE FOR "REPEATS"

The trade that every merchant should value most, the trade he should work hardest for, is the "repeat trade"—the trade that comes again and again until his customers' minds automatically, unconsciously turn to that particular store when in need of anything that store sells.

No man buys what he never heard of.

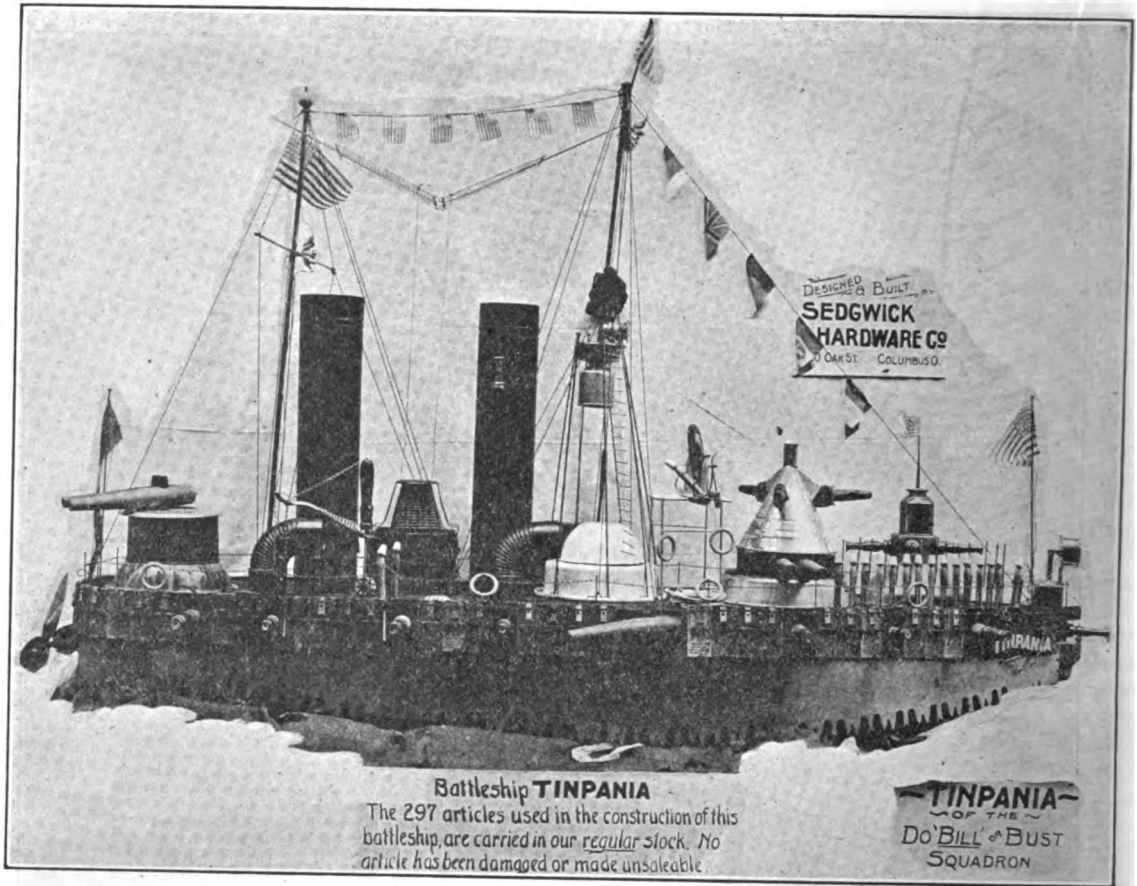


LYMAN H. TREADWAY

President of Peck, Stow & Wilcox Company, whose products are distributed throughout the entire world.

It is a well known fact in the city of Cleveland, when any big undertaking is to be accomplished, when something worth while is under contemplation Mr. Treadway is one of the first men whose assistance and co-operation is sought.

He is a living exponent of the old saying, "It takes a busy man to do things."



AN ATTRACTIVE BATTLESHIP DISPLAY

E. C. Sedgwick of the Sedgwick Hardware Co., Columbus, Ohio, forwarded the "Hardware World" a photograph of the battleship "Tinpania," which has been on exhibition at their store at Columbus, Ohio, and which proved a most attractive and unique battleship display.

This was made of 297 articles which are carried in the store's regular stock, and which are so arranged that no article was destroyed.

The model is 7 feet 6 inches in length, 20 inches in width and 5 feet high. The entire design is original with Mr. Sedgwick.

A cross cut saw forms the main part of the hull, a large butt hinge protecting the bow. Mouse traps form the upper part of the hull, indicating the port holes (suggesting "Trap the Kaiser"). File handles of various sizes mounted on wooden blocks represent the guns below deck. A hose nozzle mounted on the side of a can of paint forms the rapid fire gun at the bow.

Trowels arranged in the form of a propeller indicate the drawing mechanism. The armament above deck is indicated by a rapid fire turret of four guns made up of a milk strainer, oil can and four brass hose nozzles. A main turret is represented as having large twin guns and three turret guns. Wooden spigotts represent the large guns, while wooden spigot keys attached to a vacuum washer form the turret.

In the rear a heavy turret is represented by two "wooden spigot" guns, the turret being formed of a colander, flue thimble and pipe collar.

The vessel has two masts constructed of curtain rods. An oil dust cloth forms the sail, which is reefed on the cross arm. The lookout, or crow's nest, on the foremast, is composed of a gas globe holder, cake cutter and oil can. The "Jacob's ladder" leading to this nest is constructed of wire and nails. A searchlight is placed in this lookout, an aluminum toothpick holder forming the frame.

An inverted glass holder forms a searchlight at the bow.

At the top of each mast is a reflector made of small, fluted cake pans, each of which has a flashlight globe mounted and the whole system wired. The four lights are on a "make and break" circuit, making them flash. The regular red and green navigation lights are displayed on the mast arm. A wire broiler is swung between the masts, forming the wireless; lead wires connect to the operator's cabin below, formed of a bread toaster and lunch box. A camp broiler with a potato baker forms the captain's bridge. The captain, pilot and other officers are represented by clothes pins, having finish nail arms and thimble caps. A company of marines of similar construction is lined up at the front of the ship at "carry arms," their guns being long finish nails.

A substantial lifeboat is swung from davits of door springs, the boat itself being a pointed scrub brush. A power crane is composed of a wire potato masher, stove hook jib, with an awning pulley block and hook. Hose menders form the crab; two wooden men are on hand to operate it. A chainrailing is around the whole ship deck, the supports being nails. The anchor has not been forgotten, but is composed of a wardrobe hook and a gimlet, with a jack chain attached. The ship carries a number of American flags, while the allies' flags are displayed on the jib.

KENTUCKY CONVENTION AT LEXINGTON

Gus Albrecht, Jr., Chairman of the hardware exhibit for the Kentucky Hardware & Implement Dealers' Association, wishes us to announce that their convention and hardware exhibit will be held at Lexington, Kentucky, instead of at Louisville. This was made necessary on account of the Army having been turned over to the United States Quartermaster's Depot as a distributing department. It has therefore been necessary to hold the convention at Lexington on the date previously advised.

Practical Helps For Ad Writing

By J. A. Carlin

THE display at the beginning of an advertisement is to attract attention; the displays which occur through the body of the ad. are for the purpose of emphasizing some particular thing, or to encourage the reader to keep on reading.

Sometimes an advertiser will make the mistake of putting his strongest display so far down in the body of his advertisement that the reader will start reading at that point, and never go back to the beginning of the ad. If you want the reader to read your entire story, don't open your book in the middle by having a display at the center which shouts out for attention before he has seen the top of the ad.

Do Not Overdo Display

Too much display is as bad as no display at all. Display depends on contrast, and if there is no contrast, there is no display. In writing a large ad., if you choose a few of your best points and bring them out forcibly, don't fear for the rest of your ad.; it will be read much more readily than if you undertake to make a display of everything. The merchant who tries to show in his window a little of everything he has in stock, seldom has very effective windows.

The displayed items are the show windows of your advertisement.

If a man sees shirts in your show window, he will naturally assume that you also sell socks.

A Good Illustration Often Better Than Much Copy

Now as to the use of illustrations. Illustrations are the gestures of type-talk. A good illustration can often say more than a thousand words of type. You remember the picture of the two little kiddies, dressed only in undershirts; the one with the well-fitting shirt said, "My mamma uses Wool Soap," and the other with the shrunk-up shirt answered, "I wish mine had." That ad. said more than could have been told in many words of type. An illustration must make clear your message—or do not use it. Do not use a cut merely because it is "pretty."

Different advertisers have different ways of laying out their copy; but I believe that this is about as good a method as any: Paste the illustrations where they are to go, and write the display lines in about the size you want them to be printed, putting each line in its proper place.

Safe Rules for Measuring Your Copy

Then indicate the sections of smaller type by numbers. Then if No. 1 space measures 3 inches wide by 1 inch deep, and you want to

fill it with 12-point type, you can easily figure out how much it will take to fill it. The average 12-point type sets 12 letters and spaces to each inch of length, and always six lines to the inch in depth. So if you write the lines on your typewriter, each typewritten line will make a line of 12-point type, and six lines will exactly fill the space.

If you are going to fill this space with 10-point, you would write 7 lines of copy in all; because 10-point type sets 14 letters and spaces to the inch, and 7 lines to the inch of depth. In 8-point you will find that it takes 15½ letters and spaces to make an inch, and there are 9 lines to each inch of depth. The number of letters and spaces to the inch of length will vary a little on different newspapers, owing to the various widths of type-faces used in different shops.

Always Start Your Display at the Left

Strong display of any kind should be at the left, rather than at the right. The eye starts with the strong display, and is naturally in the habit of going from left to right. If you put that display at the left, it catches your eye and brings it into just the place you want it to be—where it will follow right into the reading matter of the ad.

Never use a type that is hard to read. Your ad. is sure to suffer if you do. This applies alike to the use of grotesque type in the display lines and to the use of too small a size of type in the body matter. Nothing in the ad. should make its reading difficult.

Experience has shown that 11 and 12-point type are the easiest to read. These are the sizes used on typewriters, and are best to use when you are offering the reader a great deal of solid, straight matter to read. I would advise against the use of any type smaller than 12-point in ads. intended for men to read. Men are not such good readers of ads. as women, and you have to encourage them more.

Break Up Your Copy Into Short Paragraphs

Avoid long paragraphs in your ads. Divide your matter into short paragraphs, begin each one with a live sentence, and your ad. will look more readable.

And remember that the human eye can take is only a limited number of letters of type at a glance. No single line of your reading matter should be longer than the eye can catch at first glance. For if it is, the reader will have trouble getting started on the next line; and the annoyance of reading with effort will distract his attention from what you are trying to tell him.

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

A Patriotic Hardware Family

A Progressive Son and Daughter of a Progressive Merchant

THAT hardware men are proverbially patriotic and loyal is evidenced by the large number who have enlisted or are serving the government in various capacities; that this patriotism is not confined to any particular section or community, is another splendid thing for there is scarcely a town or city the country over that will not be represented in the ranks—hardware salesmen, merchants, manufacturers or jobbers in the Council of National Defense serving in executive capacities, devoting their energies without remuneration, are hundreds of such men.

But there is another field, perhaps even more important in view of present developments, in which so many



LYMAN DOTY
A "high flyer" and a patriotic young hardware man.

hardware men are not enlisted. It is not their fault, however, for aviation in the United States had heretofore been regarded more as a sport—a pastime for those who had the financial ability and leisure to gratify their desires. But with the entry of the United States in the world war, it was realized that this field, so long neglected, was of paramount importance. To find one who has achieved success in this field is of more than ordinary interest to "HARDWARE WORLD" readers.

Lyman Doty, reared in a home of culture and refinement, and only son of W. M. Doty, an enterprising and successful California hardware merchant, while working in his father's store, at an



To look at him seated in his "machine" it is plain aviation has no terrors for him. Generally the term "up in the air" would indicate that one is perplexed or non-plussed—with him it is one of his chief delights.



MISS JEANNETTE DOTY

Was always the "pal" of her brother and nothing was more natural but that she too would become interested in aviation.

early age evinced more than unusual interest in machinery, or wherever the "wheels went round." Motors had a fascination for him. To drive an automobile was a partial gratification of this desire. When Beachey and Art Smith and a few others demonstrated what could be accomplished in the air, his interest increased, for if these men could do this, why couldn't he?

Inherited Ability

If you knew his father, W. M. Doty of Biggs, Cal., you could naturally understand that Lyman inherits the "will to do" as well as the ability to achieve. If there is anything worth while doing in Biggs, Mr. Doty is one of the first who is sought out to put his name at the top of the list, or to lend his influence and support. So it is second nature to Lyman.

In 1916 he made up his mind to learn something about aviation, and went to San Francisco to get "pointers." There he soon formed the acquaintance of Art Smith, "the little dare devil of the air," whose thrilling feats have astonished the Oriental as well as the Occidental peoples. Art Smith could not help taking a liking to him, and greatly encouraging him, placing his mechanician at his disposal, and assisting him in building his own aeroplane.

His flights have been confined to California, where he has achieved considerable prominence, and with the entry of the U. S. into war he immediately offered his services to the government.

Now, the government does not move as quickly as a business man, and it took some time for the application to go through the reg-

ular routine and be approved. With that intense patriotism that is a vital part of the Doty makeup, he enlisted and is at present at Camp Lewis, Wash.; but with favorable action now already made, he is expecting to be called any day for service.

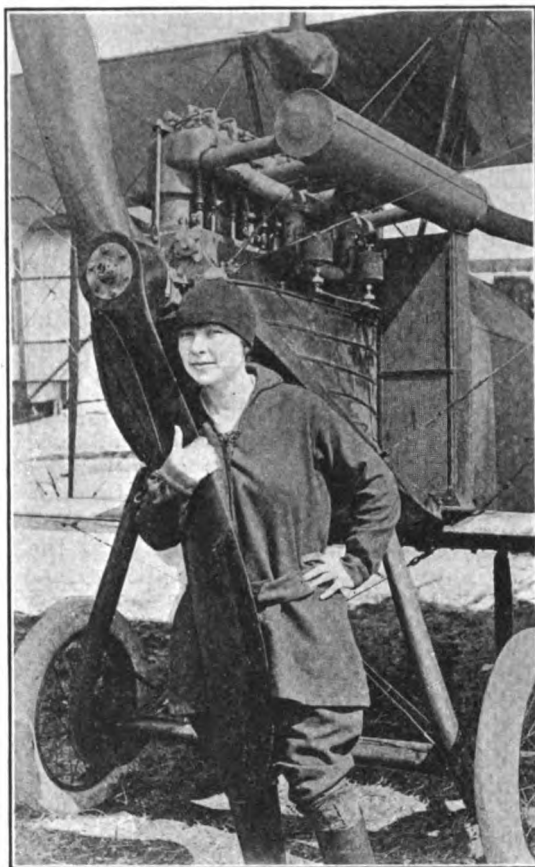
We want "HARDWARE WORLD" readers to know that when in days to come they will probably see accounts of the skill of this air pilot, that his idea was born in a far-western hardware store, and nurtured by an unselfish desire to "do his bit" in serving his country.

Story Not All Told Yet.

Lyman has an only sister, who has always been his "pal." In their youth, they were constant playmates, and there grew up between them that love and attachment that is characteristic of a harmonious home.

Lyman wanted no better playmate than his sister, Jeannette, and for her, she knew whatever Lyman could do, she could do. It was she who encouraged him in the beginning, and he reciprocated when she expressed a similar desire. So Miss Jeannette Doty is one of the few aviatrix in the world, and the only one, the "HARDWARE WORLD" believes, so intimately connected with the hardware business.

Modestly, she says that she has not accomplished anything yet; that she is a student, but she has been "up in the air" a number of times alone. She has had the benefit of a technical



MISS DOTY IN HER FLYING OUTFIT.

As the wives and daughters of many hardware merchants tell us that they too read the "Hardware World" from "cover to cover," we know they will be more than unusually interested in reading of her achievements.

school of aviation, and knows the exultant thrill of flying.

"It seems so easy," Miss Jeannette tells us. "First you get in a machine, a 'grass cutter' they call it, and ride along on the ground, then you learn to balance yourself, then you begin to learn to turn to the left or to the right. Another lesson is to make your machine 'hop,' and then hop a little higher. You are trained in going with, as well as against the air currents, and then finally when the day comes that you are permitted all alone to fly, the fascination has increased in a fourfold ratio, and you ascend so high that you lose all sense of feeling. It is only when they have to pull your hands from the steering wheel, so numbed with cold, upon your return to 'mother earth,' you then realize how far up you have been." That has been Miss Doty's experience.

It is natural that she likes to have her brother around when she flies. Now that she knows what she can do, we may not be startled if some day we hear of her breaking the long-distance record, for, if you remember, Miss Ruth Law is the world's champion long-distance flyer. Perhaps before many months Miss Jeannette Doty will take her place and establish her record, alongside Miss Law.

OPPORTUNITY FOR CHINA TRADE

The American Sales Corporation, Shanghai, China, advise us they are interested in agencies for steel and iron plates and sheets, as well as reinforced building material, and are in the market for agencies of that kind. They will be interested in hearing from such manufacturers.

WISE BRIDE

"Now," said the bridegroom to the bride, when they returned from their honeymoon trip, "let us have a clear understanding before we settle down to married life. Are you the president or the vice-president of the society?"

"I want to be neither president nor vice-president," she answered. "I will be content with a subordinate position."

"What position is that, my dear?"

"Treasurer."

A little girl visited a playmate whose family did its own housework. She had a very good time and, on returning home, told her mother all about it.

"But," said she, "they do one dreadful thing. I hate to tell you, mother, for it's kind of cruel, and you might not let me go again."

"What is it, child?" asked the mother in alarm.

"They use their own grandmother for a cook."

WINDOW DISPLAY SUGGESTIONS

A miscellaneous window display is better than none at all, but the most successful merchants and display men believe that specializing on one particular line, or one class of goods is far better. Then there is some definite object in view, something to be sought after.

Merchants who change their windows frequently, at least every week, are thus able to feature seasonable lines, and to make a direct and compelling appeal to the passersby.

If it is the introduction of a new line of goods, a special sale, a combination offer of merchandise, feature it so as to bring out the strong points.

Study Other Displays

Does it ever occur to you how the window display of a merchant in another line appeals to you? Did you ever stop to think whether you would be led to purchase a certain article if you felt it was within your reach, or that the price was stated so you knew at a glance whether you wanted it or not?

We know there is a difference of opinion as to whether price cards should be used in a window or not; but the most successful window trimmers seem to regard a price card as an essential feature. At least some of the goods in the window should be priced to give an idea as to the general run of prices.

Pictures draw people. Make it a point of using photographs, cutouts, life-size figures, at least of pasteboard, if not moving, in your window display. You will find it pays.

Proper Backgrounds for Displays

Did you ever notice how the show windows of jewelry stores are greatly enhanced by the backgrounds.

There are some dealers who make a feature of using a plush background, believing it makes an especial appeal not only to the women folks, in the community, but to the men as well. Plush is a material that can be used over and over again.

Aside from this, many merchants who do not wish to go to the expense of using a plush background, use a cheaper material; some of them use paper, but in any event most successful window trimmers seem to agree that the proper background is a feature that is worth while installing in every display that is made.

GET THE CUSTOMER'S VIEWPOINT

Figuratively, each merchant should climb a hill and look down on his store from a distance. Then he might see how much like other stores it is.

The merchant must see his store from the viewpoint of his customers—and his eye must be quicker than theirs. He must awaken to any need for changes in his lighting system, in the arrangement of his showcases and in window displays before his customer does.

ELIMINATING UNNECESSARY FINISHING OF GOODS

For several months hardware manufacturers have been bringing to the attention of the trade the necessity of eliminating some of the unnecessary finishes on goods sold.

The Stanley Works, New Britain, Conn., have done some excellent work in bringing to the attention of other manufacturers of builders' hardware and secretaries of the associations the importance of this.

A patriotic appeal has been made that the application of such finishes requires the labor of many men, and the investment of capital which might otherwise be used to the greater advantage of the nation.

The personal or selfishly economic aspect of the matter was brought to their attention by suggesting to them that they might save considerable trouble and clerical labor in factories and offices by eliminating unnecessary correspondence as to special finishes and the consequent financial loss when errors were made in either transcribing finish symbols or executing orders when necessary to match an unusual or special finish or color. The possibility also of effecting saving in the amount of manufactured stock necessary to have on hand, at all times, by reason of the multiplicity of finishes, where possible to eliminate some of them, was mentioned.

The ultimate consumer, who in the final analysis always pays the bills for such wastefulness as has been the practice of American business and industry, was not overlooked, and it was brought to their attention forcefully that such saving might be made for the consumer were it possible to have manufacturers and dealers make no special effort to sell the expensive finishes which do not add to the utility of the article sold. It is a well-known fact, among builders' hardware men, that persons, when purchasing hardware for homes and buildings, and allowed to exercise the privilege of selection and indulge their presumably artistic tastes to the extreme, are unable, after comparatively few months, to remember the finish of their hardware, nor do they take sufficient interest in it to have it kept in condition.

An excellent suggestion has been made that in order to reduce the number of finishes, a system of universal finished models be adopted, and as the Stanley Works System is known to practically every builders' hardware manufacturer, jobber and dealer, the change to it on the part of the others would not require knowledge not now possessed by them.

One of the many advantages in its favor is that it does not include so many fancy finishes as other builders' hardware manufactured, yet meets the requirements of the trade.

Some of the unnecessary finishes might even be eliminated from it, still making it more desirable from an economic point of view.

The Stanley Works would be glad to have the suggestions and ideas of the hardware manufacturers, jobbers and merchants, so they might have the benefit of their point of view, and if any of our readers care to express themselves for publication, we shall be most happy to have their opinion with reference to it, or the Stanley Works themselves will be glad to hear direct from any of the trade.



It has not been so many years ago that in certain sections of the country people talked about the "Wild and Woolly West."

Even now you occasionally run across such a man, but they are very scarce in the hardware fraternity.

Still there is plenty of room for a greater and more intimate knowledge.

No other factor is so potent in uniting a country, in creating a closer bond in our country than the printing press, and it is for that reason that the "Hardware World" frequently used the photos of the stores of its readers in sections far remote.

Readers of its pages are to be found in every state in the Union.

Here is a typical Western store, the Montana Hardware Company of Butte, Montana. For enterprise, progressiveness, up-to-date store arrangement, window displays, business getting ability, Montana merchants keep pace with this anywhere in the world.

The Montana Hardware Company is that kind of an institution.

"I will stop advertising; that will decrease my expenses.

"I will reduce my wages; that will increase my profits.

"Then I will cut prices; that will put me ahead of my competitors."

Hush! Don't wake him up.



W. H. FUNK J. M. STONE GUS ALBRECHT J. J. FISCHER

A quartette of Kentucky's handsomest hardware men. This is the way they look when attending church or passing around the collection plate. Below we show them in another attitude.

COLORADO ASSOCIATION'S CONVENTION

W. W. McAllister, secretary of the Mountain States Hardware and Implement Association, requests us to make notice that the next annual convention of the Association will be held at the Adams Hotel, Denver, Colorado, January 21st, 22nd and 23rd.

SHORTAGE IN SEEDS

As many hardware merchants handle garden seeds, as well as seeds in bulk, they will doubtless be interested in knowing that there is a general shortage of practically all varieties of seeds, and prices are skyrocketing with practically no end in sight.

There has been a number of crop failures in the great seed growing districts, and as the demand has been much larger the past two seasons than it has ever been before, there is considerably less seed in the United States at this time than there has been during the last twenty or twenty-five years.

Garden seeds naturally go with hardware, garden tools and farming implements, and this

is a fact it is well to bear in mind with reference to the advancing market on seed products.

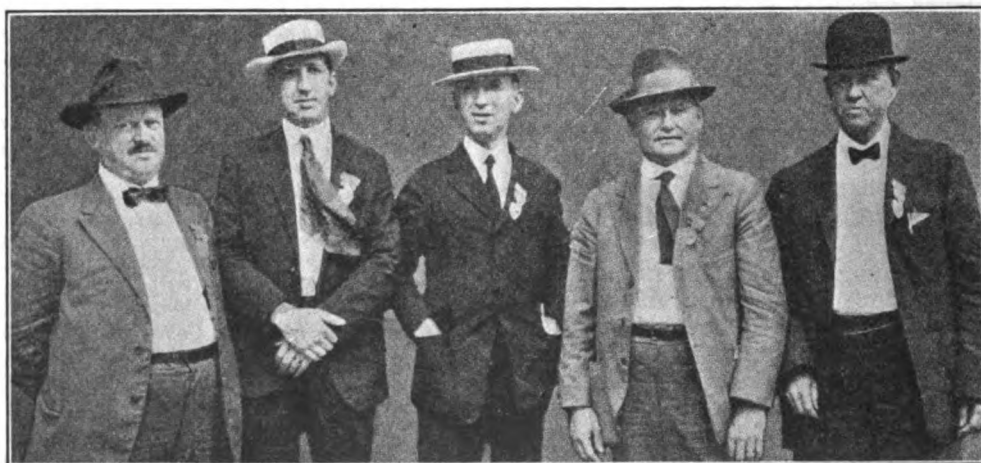
SOUTHERN CALIFORNIA DEALERS ACTIVE

A feature in connection with the semi-annual convention of the Southern California Hardware Dealers' Convention recently held at Venice, Cal., was a series of prizes donated by manufacturers and jobbers.

Almost every dealer was lucky enough to carry off some souvenir or prize.

As mentioned in our last issue, the Southern California Hardware Convention was the largest they have ever held, due to the good work of the Southern California officers, and local committees, as well as the local hardware companies at Venice and vicinity, among whom were J. R. Westbrook, C. N. Booth, C. B. Pettis, Frank B. McKiney, Vice-President Hammersley, Local Secretary Marks of the Los Angeles Club and a number of others.

The retail merchants tell us that Don Stanbery, sales manager for the Union Hardware & Metal Co., should be given special credit for the hard work and co-operation which he gave to the hardware merchants in making the meeting the success that it was.



The four Kentucky merchants shown above, except that B. J. Durham has now joined the crowd.

This is a snap shot taken at the St. Louis Convention a few months ago, when they were all unconsciously lined up watching a bevy of St. Louis young ladies across the street.



The Hardware merchants of Utah are all business this year. Utah is one of the most prosperous states in the Union. Its mineral, stock raising and agricultural resources are in demand.

This means business is good for everyone.

Everton & Sons, of Logan, Utah, are typical of a class of enterprising merchants whose business is prosperous and who know how to serve well their patrons.

The photo shown on their store taken some time ago is indicative of a splendidly arranged and well displayed stock, and of their enterprise and progressiveness.

ELECTROLYTIC POETRY

"If the gas went out," the maiden asked,
"then would the electric light?"

"That's something I can't tell," said I. "Al-
though perhaps it might."

"Well, if a farmer mows his lawn, what does
the dynamo?"

Again I shook my helpless head and said I
didn't know.

"I've often wondered," she remarked, "how
much the coffee urns."

"As much," said I, "as the fuel costs that a
fireless cooker burns."

"But why," she asked, "when it's full of dust
is the vacuum cleaner?"

"Why, that's just the same," I then explained,
"as a fat girl who is 'Lena'."

For quite some time I rambled on with daffo-
dils, forlorn,

Until, alack, I turned around and found the
maid had GONE!

COULDN'T ESCAPE BLAME

The local dealer had been on the verge of
nervous prostration for some time.

"You think about your business too much,"
said the family physician. "Get your mind off
your business! Take some mental recreation."

"Well, what'll I take?"

"Instead of sitting around the office or the
house at night thinking about your troubles,
go over to the neighbors, mix with your friends
—I tell you the very thing: Join a card club
and go out evenings and play cards!"

"No, that ain't any good—I tried it. It
reminded me of my business more than ever."

"How so?"

"Why, every time anything went wrong,
they blamed the dealer."

EXAMPLE OF STORE SERVICE

Recently I asked a woman of my acquaint-
ance why she always traded at one certain
store.

She replied that there were three reasons.
First, because Mr. Blank's ads made her want
to go to his store. Second, she always received
courteous treatment, and the clerks in that store
always seemed to give each customer personal
attention. Then, third, she stated that she
always felt that she would find just what she
needed waiting there for her. "Somehow,"
she said, "Mr. Blank always seems to anticipate
his customers' needs and I always feel that I
will find the rights things at the right time.
I like to trade at that store and expect to con-
tinue to do so—'just because' I do."

Everyone likes to feel that he or she is re-
ceiving a little personal attention. That will
gain a customer quicker than anything else—to
feel that the merchant is really interested in
pleasing them and supplying them with what
they want rather than merely exchanging an
article with them for a piece of money.

The personal element will win nine times
out of ten.

DON'T STOP!

When someone stops advertising, someone
stops buying.

When someone stops buying, someone stops
selling.

When someone stops selling, someone stops
making.

When someone stops making, someone stops
earning.

When someone stops earning, someone stops
buying.



M. M. DIETZ



J. G. MARKS

President and Secretary respectively of the Los Angeles Hardware Club. One of the live local clubs of the far West, and who are accomplishing much good for their members. Los Angeles is the only city of that name in the world and people who live there are frank to admit that it is the "only" city in the world.

Some of our readers who live in other enterprising and progressive cities will be willing to challenge this statement, but maybe they have never been to Los Angeles.

In any event it is a city that can boast of a great deal more than its wonderful climate and beautiful scenery, for it is full of progressive hardware merchants in jobbing and retail lines.

The two men shown herewith are typical of the spirit that pervades it.

NO WONDER BUSINESS WAS DULL

A traveling salesman sends us this:

I walked into a hardware store one day, and I was in a great big hurry

I found the proprietor busy with a customer and he was the only one in the store who could wait on me.

I had to wait until my turn came—and I stood there like a dummy.

I found out that the customer had a broken lock and the proprietor was trying to fix it for him.

He couldn't get the blamed thing to work. And he swore. And the customer began to get nervous.

I knew I was going to be late getting home. At last he gave it up, and he told the customer that he couldn't do anything with it.

He ought to take it over to Jiggs, the locksmith, and he might be able to fix it for him.

The customer took his advice. And he did not even try to sell him a new lock instead of monkeying with the old one. And I asked him why.

He said he didn't think about it. And he told me that business was awfully dull. And I believed it.

THIRTEEN THINGS TO REMEMBER

1. The Value of Time.
2. The Success of Perseverance.
3. The Pleasure of Working.
4. The Dignity of Simplicity.
5. The Worth of Character.
6. The Power of Kindness.
7. The Influence of Example.
8. The Obligation of Duty.
9. The Wisdom of Economy.
10. The Virtue of Patience.
11. The Improvement of Talent.
12. The Joy of Origination.
13. The "HARDWARE WORLD."

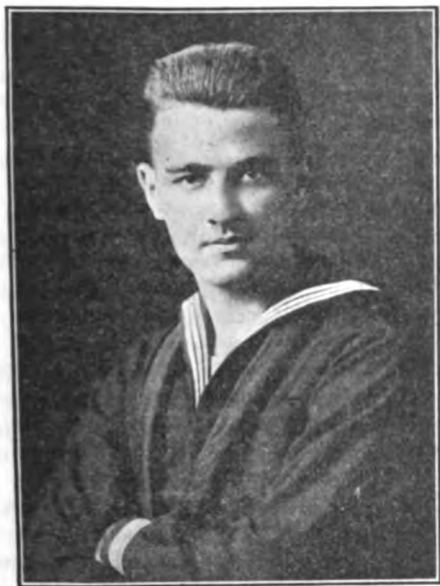
O. P. Arnold has bought the C. F. Miller hardware store at Lenox, Iowa.

The Woodland Hardware Co., Woodland, Cal., were burglarized of a small amount of cutlery, watches and automobile tires.

The Blythe Hardware Co. has been incorporated at Palo Verde, Cal., with a capital stock of \$10,000. the directors being R. H. Patten, Ethel M. Patten and Elmer Layton.

W. E. Lyon, a hardware merchant at El Cajon, Cal., reports a very satisfactory season's business. He recently furnished the equipment for the manual training department of the local schools.

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.



A PATRIOTIC YOUNG HARDWARE MAN

The hardware trade all over the country is responding to the call of patriotism and showing their loyalty, a fact of which everyone in any way connected with the industry is justly proud.

A number of the sons of various hardware secretaries throughout the country have enlisted, many of them being already at the front. Most of them, however, are finding service in the regular army.

One of the latest to be brought to our attention is a son of the most far western secretary in the United States, E. E. Lucas, of Spokane, Washington, whose son Ellsworth has enlisted in the Marines and is now in training at the U. S. Naval Training Station, San Francisco.

Ellsworth is not yet of conscription age, but being reared in a patriotic American home, and thoroughly saturated with the principles of loyalty and service to his country, he has enlisted in the hospital corps of the Navy.

It has been his life aim to study medicine and surgery, hence the experience to be gained in the hospital corps will doubtless be valuable to him, and at the same time he can serve his country just as effectively there, or perhaps better than in any other branch.

He is christened after both his father and his mother, Ellsworth Francis Lucas. He graduated with the class of 1916 from the Lewis and Clark High School, Spokane, when he took a commercial course in the Northwestern Business College, and has been assisting his father at the Hardware Conventions during January of each year for the last three or four years.

Col. and Mrs. Lucas are proud of his patriotic and loyal spirit, and as he is indeed a "chip off the old block," they can be sure Ellsworth will never flinch in time of danger, but on the other hand, can be depended upon to do loyally and faithfully everything that is possible for a young man with his high ideals.

BE FAIR TO YOUR GOODS!

Some of your stock may be in a place where it will not turn itself over once in a hundred years.

Dig it out and see what it looks like—and then put it out where your customers can see it, too.

MICHIGAN CONVENTION

Editor "HARDWARE WORLD":

Please announce that at a recent meeting of our executive committee it was decided to hold our annual convention at Saginaw, Michigan, February 12th to 15th.

The business sessions will be held in the new Bancroft Hotel, while the exhibits will be in the Auditorium.

Karl S. Judson, past president of the Association, of 248 Morris avenue, Grand Rapids, will be manager of exhibits and any correspondence in regard to that feature of the convention should be addressed to him.

Committees to handle the program and entertainment features will be appointed, and whenever the convention has been held in Saginaw, the members have been splendidly treated, and it is safe to predict that the 1918 meeting will be one of the best that has ever been held.

A. J. SCOTT, Secretary.

MIDNIGHT OIL

Too many men in the retail business in our field measure the value of their services to their stores in terms of the number of hours that they work, says the Inland Storekeeper. Through doing, themselves, many things that might just as well be delegated to somebody else, and through handling in an unsystematic way many things that could be reduced to automatic routine, they clutter up the day, and work well into the night on a mass of petty detail.

They reserve little time for thinking and planning—two things that can only be done well by a mind more or less at ease, and capable of pretty intense concentration.

Don't get so completely tangled up in the monotonous round of daily routine duties that you haven't time or energy for planning along broad lines for future developments.

You owe it to yourself to shift part of your burden to those about you. More responsibility on their shoulders will be better for them, and for you. Responsibility makes men grow. There are more dissatisfied employes in stores where the "boss tries to do everything himself" than there are in stores where the boys are given increasing responsibilities as they grow more capable of assuming them.

Hard, tireless energy and work are altogether admirable—but work without thought is likely only to keep the machine in motion—it doesn't build new machines, or even improve old ones.

The following conversation took place between a village postmaster and a little foreign girl who had just arrived in America:

The Girl—Postmaster, is there a letter for me?

Postmaster—And what is your name, Miss?
The Girl—My name is on the letter.

ARE YOU POSTED ON NEW CHILD LABOR LAW?

(Copyright, by Elton J. Buckley.)

There went into effect on September 1st the Federal Child Labor Act, which in some respects is revolutionary. Since it is apt to directly or indirectly affect everybody who makes or sells manufactured goods, it may help somebody to keep out of trouble if I digest the act and briefly state how it will affect the manufacturer, the jobber and the retailer.

The act is intended to prevent the use in manufacturing establishments of children under fourteen, and the use of children between fourteen and sixteen for more than a certain number of hours a day. It covers every kind of manufacturing establishment and so reaches all trades. This is the language: "mine, quarry, mill, cannery, workshop, factory or manufacturing establishment situated in the United States." Instead of simply prohibiting the employment of children in these establishments, the act seeks to accomplish the same result indirectly—by forbidding everybody to ship goods in interstate commerce which were made in a plant where children have been illegally employed. The gist of the act is in the first section:

Be it enacted by the Senate and House of Representatives of the United States of America, in Congress assembled: That no producer, manufacturer or dealer shall ship or deliver by shipment in interstate or foreign commerce any article or commodity the product of any mine or quarry, situated in the United States, in which within thirty days prior to the time of the removal of such product therefrom children under the age of sixteen years have been employed or permitted to work, or any article or commodity the product of any mill, cannery, workshop, factory or manufacturing establishment, situated in the United States, in which within thirty days prior to the removal of such product therefrom children under the age of fourteen years have been employed or permitted to work, or children between the ages of fourteen years and sixteen years have been employed or permitted to work more than eight hours in any day, or more than six days in any week, or after the hour of 7 o'clock post meridian, or before the hour of 6 o'clock ante-meridian.

Sections 2, 3 and 4 merely provide for the enforcement of the act, and then comes Section 5, which imposes a fine of not over \$200 for the first offense, and a fine of \$100 to \$1,000 for the second offense, or (or "and") imprisonment not exceeding three months. Then follows a provision releasing a dealer from responsibility if he can show a guarantee from the manufacturer or jobber that the goods were made in a plant which did not illegally employ children. As follows:

Provided, That no dealer shall be prosecuted under the provisions of this act for a shipment, delivery for shipment, or transportation who establishes a guaranty issued by the person to whom the goods shipped or delivered for shipment or transportation were manufactured or produced, resident in the United States, to the effect that such goods were produced or manufactured in a mine or quarry in which within thirty days prior to their removal therefrom no children under the age of fourteen were employed or permitted to work, nor children between the ages of fourteen years and sixteen years employed or permitted to work more

than eight hours in any day or more than six days in any week or after the hour of 7 o'clock post-meridian or before the hour of 6 o'clock ante-meridian; and in such event if the guaranty contains any false statement of material fact, the guarantor shall be amenable to prosecution and to the fine or imprisonment provided by this section for violation of the provisions of this act. Said guaranty, to afford the protection above provided, shall contain the name and address of the person giving the same.

There is also a provision exonerating a manufacturer even if he has employed a child illegally, if he did so only after he got from it or its parents a certificate showing it to be of legal age.

Now to apply this act. Of course, it only covers interstate transactions. If a New York manufacturer ships goods to an Ohio jobber, such shipment is subject to the provisions of this act. If the Ohio jobber puts them in his own stock and sells them again to a retailer within the State of Ohio, such shipment is not within the provisions of the act, because it is not interstate. Therefore any retailer or jobber who buys from a seller located within his own state and does not ship the goods out again will usually not have to pay any attention to the new act.

The offense here is the shipment or delivery for shipment, therefore it will touch manufacturers and jobbers much more directly than retailers; that is, the average retailer, because he does not have many interstate shipping transactions, while the manufacturer and jobber will have a great many. Therefore, even though a retailer should buy from some manufacturer or jobber outside the state, unless he reships the same goods to some point outside the state, this act has nothing to do with him.

Nevertheless, retailers who do anything more than an absolutely local business should get the guarantee from the manufacturer or the jobber provided for in Section 5, for at any time they might have a call to ship something outside of the state, and if it happened to have been made in a plant illegally employing children, there might be a prosecution.

For instance, take a tomato canning factory in Maryland. It employs, let us say, a fifteen-year-old child during the month of July ten hours a day helping to can peas in violation of the act. During the month of August, within thirty days of the time when the child was illegally employed, the canner packs and ships some tomatoes to a jobber in Pennsylvania. The packer is liable under the provisions of the act, for the child doesn't have to be actually employed on the goods which make up the shipment—the act covers any and all goods produced by such a plant.

These tomatoes get to the Pennsylvania jobber and are resold and reshipped by him to a retailer also in Pennsylvania. The jobber is not liable for the illegality of the goods, for it is not an interstate shipment. If he had

shipped to a retailer in New Jersey he would be liable—unless he had a guarantee from the packer that the children had not been illegally employed in his factory within thirty days.

Next take the Pennsylvania retailer who bought the tomatoes. If he doesn't sell to anybody outside the state, he needn't care about this law at all, no matter how many children were illegally employed in the canning factory. But suppose he gets an order from an old customer who has gone to a summer resort in a nearby state and who wants some tomatoes. If he ships to interstate commerce he is liable to a fine of \$200—unless he has a guarantee from the jobber or the packer that children were not illegally employed.

HARDWARE AXIOMS

The following Hardware Axioms are found on the inside cover of a Want Book recently sent out by Geo. A. Lowe Co., Ogden, Utah:

"Always be on the Square; it pays."

"Because you Saw a thing, is no reason you should publish it."

"Don't carry a Hammer; the other fellow can knock, too."

"Act on the Level and other people will do the same with you."

"Don't get the reputation of being a Screw."

"Don't apply the Nippers just because you can."

"Drill, Drill, Drill, and work between times if you wish to be a success."

"When everything looks dark, Brace up."

"Scratch Awl the bad accounts off your books; don't fool yourself by carrying them as live assets."

"Get a legitimate profit; don't Gouge anyone."

"Reach out; use your Tongue; impress upon the Fellow that you Spoke first for his business; Bolster up your clerks; make them Wheel horses; don't let them Lumber around; make it Plane to them that Grindstones gather no Oakum."

FROM "CHAIN" LETTERS DELIVER US

A correspondent sends this Chain letter, which we cheerfully commend:

"An Ancient Prayer"—Oh, for the love of Mike! Don't bother me with any more chain letters! They bother me, they bother the post-office. They make us all tired. Please copy this carefully fourteen times, mail it to thirty-nine of your friends, with a request that they each copy it seventy-six times and mail it to one hundred and twenty of their friends, if they have that many. If you do it, in seventy-two years you will meet with some great benefit. If you don't do it inside of ten minutes you will feel a blame sight better. Don't break the chain!

HE CASHES CHECKS

Mr. Editor:

"I'll cash your checks, if necessary responsibility is shown," reads my advertisement from time to time.

I have found that this is appreciated and is considered a mighty fine service. Without writing a long article on "service," I just want to call attention to the fact that cashing checks for people in town, and especially for those from out on the farms, is surely a worth-while courtesy.

Perhaps many of your customers already come to you to have that done. Nevertheless advertising your willingness to do so is "good business."

I "deliberately" advertised my willingness to be "the banker," and I have never lost a red cent by cashing a bogus check.

W. R. D.

MESSRS. SUGDEN AND SCOTT SEVER CONNECTION WITH PACIFIC HARD- WARE & STEEL COMPANY

Arthur E. Sugden, General Sales Manager, and Walter H. Scott, Vice-President of the Pacific Hardware & Steel Co., of San Francisco, have resigned their positions with the Pacific Hardware & Steel Company, and have arranged to open offices in San Francisco, Seattle and Chicago with the intention of directing their efforts in foreign trade lines.

Connections have already been established in certain lines and undoubtedly their activities will be widened as developments progress and further announcement will be made.

Both Messrs. Sugden and Scott have been identified with the Pacific Hardware & Steel Company from their youth, and during the reorganization which took place some two years ago contributed in no small measure to its success.

There is no man connected with the trade on the Pacific Coast who is more highly regarded or who is recognized as a clean cut high type of an American business man than Arthur Sugden.

Mr. Scott is like minded and of splendid business ability.

Associated with them will be Mr. Lamont, who for many years was identified with the Pacific Hardware & Steel Co., but in recent years has been connected with foreign trade work at Seattle.

We understand the name of the new firm will be known as Scott, Sugden & Lamont.

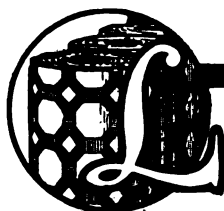
"Do you take any periodicals?" asked a Missouri minister on his first round of parish visits. "Well, I don't," replied the woman, "but my husband takes 'em frequent. I do wish you'd try to get him to sign the pledge."

Armstrong's Linoleum

Circle A Trade Mark

Reg. U.S. Pat. Off.

*Readily Sold
To your Farm Trade*



Linoleum is the ideal floor covering for the farm home. Sanitary, easily cleaned, bright and attractive, it is especially suitable for the farm kitchen and dining-room where muddy boots WILL track up the floor. By laying linoleum over old floors in sitting room, parlor, bedrooms and bath, the farmer's wife may obtain sanitary, artistic floors on which to put rugs, at relatively low cost. For new floors, linoleum is cheaper than hardwood.

Many hardware merchants make a specialty of selling linoleum to the farm trade. They are finding that

Armstrong's (A) Linoleum

can be readily sold to their farm customers to whom they are now selling implements, tools, building hardware, automobile accessories, etc. Either in the store, or on a trip to the country, these merchants find it very easy to suggest to the farmer's wife how suitable linoleum is for her home. They find it just as simple to sell her linoleum, as kitchen ranges, cooking utensils, cream separators, milk room supplies and other articles she buys at the hardware store.

You can readily sell Armstrong's Linoleum to your farm trade and make it one of the profit-bringers in your store

Write today for prices and samples; also full information about the Armstrong selling helps,

F-226

Armstrong Cork Company

Linoleum Dept., Lancaster, Pa.

George B. Swayne — *Selling Agent.*
212 Fifth Ave., New York, Heyworth Bldg., Chicago

Concentration vs. Scatteration

A PROPER understanding of your business is a prime essential; a definite aim at that which you desire to accomplish brings quick returns; an intelligent equipment for furnishing service to your trade, is indispensable; but on top of this and the other fundamentals that go to make a successful retail business, comes the necessity for the elimination of scatteration and the securing of concentration.

The golfer may have "form," skill, power, and various ability to demonstrate golfing, but if he cannot "keep his eye on the ball," which means concentration, the other assets will prove useless to him.

The baseball player may have youth, speed, experience, strength, and skill, but if he cannot concentrate on his game, he will soon lose out.

The attorney may have mental equipment galore, thorough schooling in law, the power of oratory and persuasion, but if he cannot concentrate on the points at issue, he will be more or less of a failure.

And so on throughout the list of worldly accomplishments that require mental activity. Genius will not prove useful unless backed by efficiency and efficiency cannot be obtained without power of concentration.

And the dealer of the modern sort, who aims to become a success as a hardware, accessory, housefurnishing or sporting goods specialist, the authority of his town, needs the art of concentration as much as any other man.

Look yourself over, Mr. Dealer. Take stock of yourself. "Frisk yourself," as the slang phrase goes, and see which you are developing—scatteration or concentration.

When you come down to the store in the morning, is it with a definite knowledge of the specific things that you are going to attempt to accomplish that day?

Or do you come down to simply be present on the occasion, and handle the affairs that develop themselves for your attention?

Are taking the offensive or the defensive in your work? Don't forget that there is some difference between the two.

Do you start in the morning, wondering who will turn up during the day that you can sell?

Or do you start in with a clearly defined idea of a service, a function, a comfort, a necessity, that you are going to bring to the notice of Bill Jones or Mrs. John Smith, such service, function, comfort or necessity?

Consider for yourself whether your attitude toward your day's work is that of hope that something will turn up, or decision to make something turn up.

No one needs to tell you whether you are drifting with the tide, or swimming toward

some definite and chosen goal. Tell yourself.

You know what happens to the bird hunter who fires into the middle of a covey of flying birds, hoping for general results.

You know that the successful wing shot is the man who always shoots at a definite bird, trusting to concentration, not scatteration.

Try that idea in your business, every day.

Have you in your office a list of the prospects in your town or community. Not the folks who say they are going to, but the folks who can afford to and who, in your opinion, have definite needs?

These are the people you want to concentrate on. Handle at least one of them every day. Don't let the sun set on a day in which you have not made a diligent, intelligent, concentrated effort to sell a service of some kind, to some man or woman who is "not in the market."

Hitch your business attention to something definite constantly.

Keep your eye on the ball.

BEHOLD THE HARDWARE MAN

By George M. Rittelmeyer.

Behold the hardware man! He cometh down to his store early in the morning hoping that he will gather in many shekels during the day.

The first customer he waiteth on asketh for something that he hath not got in stock.

He telleth him so with great disappointment and heaveth a heavy sigh as he observeth him go out of the door empty handed.

Next a drummer cometh in and taketh up much valuable time trying to get him to stock some new fangled dish washers.

He finally getteth rid of him by ordering a sample, which he knoweth he will be long in selling.

Behold! A woman entereth who looketh like a customer and he hasteneth to wait on her, only to find out that she is soliciting an advertisement for a new cook book to be gotten out by the Young Mothers' Association.

He striveth to get out of the snare she hath laid for him, but well might he spare his efforts.

In the end she hooketh him with her bait and he succumbeth meekly.

He standeth up on a stepladder to get an article for a customer, and behold the ladder slippeth and he tumblesh down and breaketh a hole in the glass show case.

Two Irishmen were up in the mountains hunting with a gun. The one carrying the gun saw a grouse in a bush and carefully took aim. "For the love of heaven, Mike," shouted the other hunter, "don't shoot! The gun isn't loaded." "I've got to," yelled Mike. "The bird won't wait."



MEETING OF A. WILHELM COMPANY'S SALESMEN

At a Sales Convention of the A. Wilhelm Company of Reading, Penn., valuable talks on the making and selling of paints and varnishes were given.

Mr. H. J. Hayden, General Manager, welcomed the visitors in a strong address. Mr. Walter S. Davis, Secretary and Treasurer of the Wilhelm Company, gave reminiscences of the early days of the business which was established in 1857. He spoke of the steady and interesting growth of the company's business since that time and pointed out that the company is manufacturing at this time more cans of paint, varnish, stain and enamel than any other one factory in the world.

A talk on paint and color making was given by Mr. Thomas V. Sullivan and demonstrations on dry color making by Mr. M. S. Hopkins followed, the latter giving a talk on paint from a chemical standpoint.

A talk on varnish, describing the different gums used and the reasons for their use, was given by Mr. Jesse Cornelius, master varnish maker.

Following his talk, "The Science of Business Building" was the topic of an inspiring talk given by Mr. Milton Bergey, of Toronto, Canada.

Saying that imagination is as essential to the salesman as to the poet or novelist, Mr. Frank H. Brown, sales and advertising manager, delivered a forceful talk to the fifty or more men present. He told them to keep their heads in the clouds but their feet on the ground.

"Concentrate on what you are doing and do it well. Don't argue for the sake of arguing. Apply non-resistance. Make the customer enjoy doing business with you. It's far better than to prove anything to his mind. If you must say anything hard, say it with a smile. It will go down easier. Don't talk over a customer's head just because you know. Nobody likes to be made to appear ignorant. Practise a little non-resistance, instead of endeavoring to pursue the wrong principle of trying to enforce a contract or make a customer think your way, just as a matter of principle. Remember, honey catches more flies than vinegar."

DEATH OF CHARLES E. NASH

The Nash Hardware Co., Fort Worth, Texas, advise us of the death of their president, Charles E. Nash, which occurred at Rochester, Minnesota.

He was 56 years old and a native of St. Paul, Minnesota. He went south immediately after the civil war. The Nash Hardware Co. was organized by his father in 1872, with whom the two sons, Charles and J. M. Nash, were associated.

Mr. Nash was highly regarded by all who knew him and was prominent in every movement for the welfare and development of Fort Worth, and was likewise a director in the First National Bank as well as a member of the Board of Directors in the Fort Worth Chamber of Commerce. He was a director of the Fort Worth Light & Power Co. and Chairman of the Texas Hardware Jobbers' Association.

He is survived by his wife and two sons, his mother, a brother and a sister.

The business will be continued along the same lines as in the past according to advice from Arthur D. Hodgson, secretary and general manager.

Mr. A. E. Want has been elected president, W. R. Duffey, vice-president, Arthur D. Hodgson, secretary and general manager, and F. R. Largent, treasurer.

Messrs. Want & Hodgson have been officers since the Nash Hardware Co. was incorporated in 1900, and Messrs. Duffey and Largent have for several years been members of the Board of Directors.

Elmer P Smith, who has been in the employ of the Carey Hardware Co., Raton, New Mexico, has engaged in business on his own account.

The Sullivan Hardware & Furniture Co., Sullivan, Mo., have had the misfortune to have their building destroyed by lightning recently. As they advised us, they were able to save their books and accounts, and a portion of their stock, which they are replacing now as fast as possible. They expect to erect a suitable building soon.



A Trade-Mark that Stands for All that Is Unusually Good in Fine Aluminum

Millions of women who seek beauty, durability and convenience in their kitchen and household ware will be guided in their selection by the Mirro trade-mark shown above.

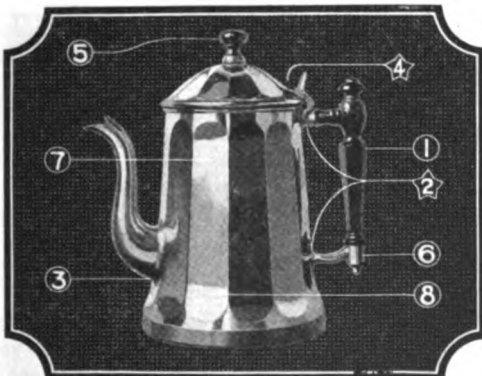
Full pages in a wide list of leading publications will carry the Mirro story and trade-mark month by month. Through this advertising the women of America will learn what to ask for and look for when they go to buy utensils that will reflect good housekeeping.

They will learn to ask for Mirro Aluminum because of its unusual quality and utility features. And to be certain of getting what they ask for they will look for this quality trade-mark stamped on each Mirro piece.

A big Mirro demand is being created for you. Write today for complete information, including dealer catalogue, prices, terms, etc.

ALUMINUM GOODS MANUFACTURING COMPANY

Manitowoc, Wisconsin, U. S. A.



Note the features of this beautiful Tea Pot: (1) Highly ebonized, sure-grip, detachable handle. ★ (2) Handle sockets welded on. No rivets to cause leakage or to work loose. One-piece construction throughout. No crevices to catch dirt. (3) Welded spout—no leakage—easy cleaning. ★ (4) Welded combination hinge and cover tipper. No rivets. Nothing to work loose or break. No crevices. (5) Rivetless, no-burn, ebonized knob. (6) Flame guard prevents handle from burning. (7) The famous Mirro finish, easy to keep like new. (8) Beautiful Colonial design. Mirro Aluminum is also designed in plain, round style.

★ Star features, 2 and 4, belong exclusively to Mirro Aluminum.

Mirro Aluminum is also designed in plain, round style.

LEARNING YOUR BUSINESS

It has been said that the more knowledge a person acquires, the more does he realize how much he has to learn. Perhaps that is why some people believe "Ignorance is bliss," but the man who is intelligent enough to be constantly increasing his fund of information, nevertheless fully appreciates the value of learning. He would not be without it for the world. It means everything that is of importance in life to him.

Many men in business and in the various trades are prone to underestimate the most fruitful source of the advice and information needed in the conduct of their enterprises. The truly progressive man realizes that no matter how much of a success he has made, or how much he knows, there are always many interesting and highly valuable facts which he can acquire and which will be of direct benefit to him in business. And what better means of securing this information can he employ than the clearing house of all business and trade activities—the trade journal?

Even the wisest man in the world can learn from somebody else, and for some reason or other, not all of us are the wisest. The trade paper presents the pertinent ideas that the reader can and should utilize to achieve success. Its worth is as a rule far beyond the price paid for it or the time spent in perusing the articles contained therein. If we can take no one else's word for it, we can at least put credence in the statement of Edward N. Hurley apropos of trade journals. Mr. Hurley is an eminent authority in the business world, being a manufacturer, former chairman of the Federal Trade Commission, a railway director and now in government service in connection with the war. He says:

"American business men do not realize the value which trade journals and technical magazines may be to them in increasing the efficiency of their factories and in giving them a broad and comprehensive view of their business.

"Our foreign competitors read almost every article published upon their business with great care and thoroughness. Many of them have duplicate copies of their favorite trade paper sent to their homes so that they may read them away from their business without being disturbed.

"Many manufacturers contribute articles to these journals on phases of the business with which they are most familiar. Such articles are bound to be helpful and have a constructive effect.

"Our trade journals and technical papers are the best in the world and they should be encouraged and supported by our business men. Copies should be placed where employees can see them and they should be urged to read

and study them. These papers are preaching the gospel of sound business on practical lines, and are helpful not only to business but to the country as a whole. If the suggestions made by them in the past had been followed by our business men it would not be necessary at this time to point out some of the fundamental weaknesses in American business."

COMING CONVENTION

Kentucky Hardware and Implement Dealers' Association Convention, Louisville, Ky., Oct. 30, 31, Nov. 1, 2, 1917. J. M. Stone, secretary, Sturgis.

Oklahoma Retail Hardware Association Convention, Oklahoma City, Dec. 4, 5, 6, 1917. W. B. Porch, secretary, Oklahoma City.

Western Retail Implement, Vehicle and Hardware Association Convention, Kansas City, Mo., Jan. 15, 16, 17, 1918. H. J. Hodge, secretary, Abilene, Kan.

Pacific Northwest Hardware and Implement Association Convention, Spokane, Jan. 16, 17, 18, 1918. E. E. Lucas, secretary, Hutton Building, Spokane, Wash.

Indiana Retail Hardware Association Convention, Indianapolis, Jan. 29, 30, 31, and Feb. 1, 1918. M. L. Corey, secretary, Argos.

Wisconsin Retail Hardware Association Convention, Milwaukee, Feb. 6, 7, 8, 1918. P. J. Jacobs, secretary, Stevens Point.

Iowa Retail Hardware Association Convention and Exhibition, Des Moines, Feb. 12, 13, 14, 15, 1918. A. R. Sale, secretary, Mason City.

Michigan Retail Hardware Association Convention, Saginaw, Feb. 12, 13, 14, 15, 1918. Arthur Scott, secretary, Marine City.

Pennsylvania and Atlantic Seaboard Hardware Association and the New York State Retail Hardware Association Joint Annual Convention and Exhibition, New York City, Feb. 12, 13, 14, 15, 1918. Headquarters, Hotel Astor, for both associations. Exhibition in Madison Square Garden. W. P. Lewis, Huntingdon, Pa., secretary-treasurer Pennsylvania and Atlantic Seaboard Hardware Association, and John B. Foley, City Bank Building, Syracuse, N. Y., secretary, New York State Retail Hardware Association.

North Dakota Retail Hardware Association Convention, Feb. 13, 14, 15, 1918. C. N. Barnes, secretary, Grand Forks. The place of meeting will be decided later.

Illinois Retail Hardware Association Convention, Hotel Sherman, Chicago, Feb. 19, 20, 21, 1918. L. D. Nish, secretary, Elgin.

Minnesota Retail Hardware Association Convention, St. Paul, Feb. 19, 20, 21, 22, 1918. H. O. Roberts, secretary, Metropolitan Life Building, Minneapolis.

Ohio Retail Hardware Association Convention, Columbus, Feb. 19, 20, 21, 22, 1918. James B. Carson, secretary, Dayton.

New England Hardware Dealers' Association Convention, Boston, Feb. 20, 21, 22, 1918. George A. Fiel, secretary, 10 High Street, Boston, Mass.

"What do you suppose has come over my husband this morning, Sophia," exclaimed the wife to a servant. "I never saw him start down-town so happy. He's whistling like a bird!"

"I'm afraid I'm to blame, mum. I got the packages mixed this morning and give him birdseed instead of his regular breakfast food, mum."

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

ROYAL Advertising
starts them
coming

ROYAL Quality
keeps them
coming



A Big Campaign for Every Month

A Trade Winner Since 1857

Here is a brand new plan to make every month a busy month—a right at home, advertising campaign prepared on ideas furnished to us by 100 successful paint dealers. It comprises their combined opinions of “Selling Helps” that help.

Every month—catchy ads. inserted free in your local newspaper.

Every month—impressive mailings to your prospects. Beautiful calendars, booklets, folders, etc.

Every month—a complete new window display. Big hand

colored screens, trims, etc., that are unusual.

Royal quality begets confidence—and confidence is the true basis of trade. There’s a Royal Paint, Varnish, Stain or Enamel “sure to satisfy” for every purpose—each made with a full scientific consideration for the requirements it must meet.

The Royal shield on the label is our “Word of Honor,” our assurance of satisfactory results to the user—and back of every can is that “sure to satisfy” feeling of security for the dealer that makes business a pleasure.

Royal Quality plus year-round advertising will start more trade coming your way and keep it coming. You will think so too when you look over the big portfolio.

Profits vs. Cobwebs.

Ask for it.

The A. Wilhelm Company

READING, PA.

New York
Boston



IS A MANUFACTURER AT THE MERCY OF CUTTER?

(Copyright, by Elton J. Buckley.)

This is particularly a live topic just now. For obvious reasons all details which would in any way identify the merchandise or the persons involved have had to be withheld:

New York.

Among other goods we manufacture a brand of _____, named _____, which is supposed to retail at 25 cents. For years we extensively advertised it as a 25-cent seller, but have not done so for about a year, owing to a complaint from the retail trade.

Among our largest retail customers are the _____ company, which was formerly a conservative house, but recently got in some new blood that believes in going ahead on different lines. About six weeks ago they took up our brand as a cut-price leader and have extensively advertised and pushed it at 19 cents. Being well known and standard, they have done a big trade in it. The brand cost them about 16½ cents, so that adding overhead they would not make an exorbitant profit at 25 cents.

The effect of the cut has been very bad upon our regular trade. We have had a great many complaints from other retailers that they could no longer sell _____ at a profit, and to satisfy these we cut the _____ company off the list about ten days ago. They still handle the brand and are probably working on their old stock. We have no doubt, however, that they can get all the stock they want from jobbers, and they have notified us that they intend to do this and to continue to sell it at 19 cents. Moreover, they have given us notice that they have asked their attorney for an opinion as to whether they cannot sue us for damages because we cut them off and refused to sell them even though they offered cash in advance or a certified check.

By reason of what has been going on the _____ association last Monday adopted resolutions condemning us for selling the _____ company, and the secretary even takes the position that we are to blame if we allow the _____ company to cut the brand, even if we do not sell them direct. The _____ association has some very good firms in it, and already they are curtailing their orders of our goods and tell us that they propose to throw our brand out entirely just as soon as they can. Is this not a boycott? The association takes the attitude that we should not only not sell the _____ company, but that in some way we should prevent them from getting or cutting our brand even if they buy through jobbers.

Our regular attorney is absent from his office and meantime we would esteem it a great favor if we might have your opinion. What can we do here to protect ourselves and the trade? Yours respectfully,
_____, & _____.

What is the legal right of a manufacturer to prevent price-cutting by a retailer to whom he does not sell direct? That seems to be the main question here. As to this cutter suing the above correspondent for cutting him off, there is nothing in that whatever. As I have before explained, this correspondent and everybody else, has an unrestricted and unqualified right to choose his own customers. The cutter's attorney will unquestionably so advise him.

The only real question here is what a manufacturer can do, when a cutter whom he is not selling direct, gets his brand elsewhere and cuts the life out of it, to the disaster not only of the regular trade, which cannot compete, but

of the manufacturer himself, who is made to feel the resentment of the regular trade.

Under recent court decisions a manufacturer in such a situation must watch his step very carefully, or he will exceed his legal rights. I have seen a number of these cases settled merely by a friendly talk between a manufacturer and a cutter. I always recommend this course before trying reprisals, because if properly undertaken it is usually successful. If not, the manufacturer faces the probability that the cutter will attempt to buy of somebody who is buying of the manufacturer direct. How much can the manufacturer legally interfere with the cutter's source of supply? He can find out the name of the concern which is supplying him, and he can go to him and say, "Mr. So and So, by selling such and such a firm, you are supplying the ammunition with which he is shooting my business to death. I would be greatly gratified if you would refuse to do so any longer." If this jobber—it will usually be a jobber—agrees, all right. The cutter will probably go to another one, and the same process may have to be gone through with again. In fact, it may have to be gone through several times.

If the jobber refuses, he can legally be cut off without either notice or reason. So can any other jobber or all jobbers. There is no illegality in this, no matter how far it is carried. Under recent court decisions, however, the manufacturer cannot safely enter into any definite arrangement with the general jobbing trade not to sell a given person; only recently a jury has called that conspiracy and given heavy damages for it. But no court has yet said or will say. I think, that a manufacturer may not ask one of his customers to do something and if he refuses to do it, henceforth refuse to sell him.

I have seen this plan tried in a number of cases. In some it was absolutely successful; in others it was fairly successful, and in a few it was not successful at all. But it usually accomplishes something, and if the manufacturer trying it takes care to let his customers know that he is doing everything he can to protect them, he can usually save himself considerable trouble. But the plan that can accomplish the most is the friendly talk between the manufacturer and the cutter.

There is really another question in this case: the right of the association to boycott this manufacturer's goods. Undoubtedly the members of that organization, if they believe the manufacturer is betraying their interests, have the right to stop selling his goods. That is a "primary boycott," which the law upholds.

Encourage "looking around" among your customers. Let them take an inventory of your stock, if they want to; don't pounce on them as soon as they get inside the door with a buy-or-get-out-of-here air. Let them look all they want to; they are sure to get suggestions.

You Can Easily Sell the Wade Gasoline Drag Saw

Here is a machine that fills a long felt want—a machine that saves time and labor for its users—in fact, the kind of machine it pays you to handle. The WADE GASOLINE DRAG SAW is being advertised in a big way and has every point in its favor that an easily saleable article should have.

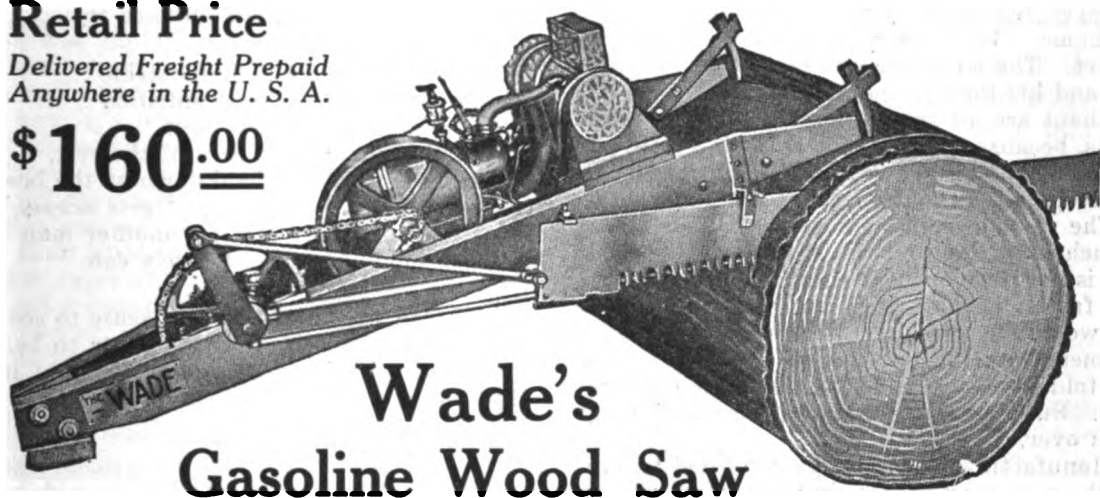
CASH IN ON THE DEMAND WE HAVE CREATED

Our advertising campaign now running in all the leading farm and trade journals is impressing the many good qualities of the WADE GASOLINE DRAG SAW on thousands of prospective buyers. By supplying convincing circulars and by direct co-operation we can help you get the full benefit of this demand. Put the WADE on your floor NOW and get your share of the sales.

Retail Price

*Delivered Freight Prepaid
Anywhere in the U. S. A.*

\$160.00



Wade's Gasoline Wood Saw

(Portable)

1918 MODEL——— 4 H. P. ENGINE

All 1918 model WADE Drag Saws are equipped with our new improved 4 H. P. Engine that gives an abundance of power. The WADE is made of the best materials throughout, and is always ready for use—practically never gets out of order. Simple, compact, easy to operate, long lived.

Logging Camps are adopting the WADE at an enormous saving in time and labor, and it is generally known that the lumbering industry has no patience with inefficient and unreliable machinery. An attractive contract is ready for the right kind of dealers in open territory. Write TODAY for details.

IT WILL PAY YOU TO GET OUR DEALER PROPOSITION

Oldest and largest
independent whole-
salers of farm ma-
chinery in the North-
west.

R.M. WADE & CO.
SINCE 1865
PORTLAND, ORE. SPOKANE, WASH.

322 Hawthorne Avenue, Portland, Ore.
910 N. Howard Street, Spokane, Wash.

52 years' experi-
ence has given us the
ability to test and
judge the efficiency
of farm machines.

Paint Oil and Varnish



ALL LIVE MERCHANTS HANDLE PAINT

You never saw a live, up-to-date merchant in your life, but who didn't feature and push paint and varnish products.

Said a successful salesman to us recently, "There is no other commodity that the hardware merchant handles that makes wider appeal to the people of his community."

The merchant who is handling paint has the most potent arguments that it is possible to have—the beautifying and preservation of the home, "be it ever so humble," or so extensive. The mechanic and his family, the farmer and his family, and the manufacturer and merchant are all susceptible to the same arguments, because they are not only plausible, but they are facts no one can withstand, the necessity to preserve what one has.

The woman in the home is in need of many of such products, and the reason a larger volume is not developed, is simply the merchant's own fault. Perhaps it is for lack of time, but one would be surprised if they gave this department into the keeping of a live salesman, and told him he was to be responsible for results. Such a plan would pay for itself many times over.

Manufacturers are always delighted to supply the necessary advertising and literature, to give effective co-operation for salesmen, who show the least interest. Hundreds of successful merchants have told us that their paint department was one of their best paying lines when they gave it attention.

The scope is so wide and the products adapted to such a large variety of uses that paint and varnish products should be and must be given more attention.

There is no investment of such small an amount that will yield such large returns.

The world is surfaced today with men who work with their hands, and either play or sleep with their heads. They belong to a past generation. They have not yet learned that the world is MENTAL and that it is their THINKING that they should first train, if their actions to follow are to be successful.

Girl—"I am going to marry a doctor, so that I can be well for nothing."

Boy—"Why not marry a minister, and then you could be good for nothing?"

THE MAN WHO STICKS

The man who sticks has this lesson learned; Success doesn't come by chance—it's earned By pounding away; for good hard knocks Will make stepping stones of the stumbling blocks.

He knows in his heart that he cannot fail; That no ill fortune can make him quail While his will is strong and his courage high, For he's always good for another try.

He doesn't expect by a single stride To jump to the front; he is satisfied To do ev'ry day his level best, And let the future take care of the rest. He doesn't believe he's held down by the boss— It's work, and not favor, that "gets across." So his motto is this: "What another man Has been able to handle, I surely can."

For the man who sticks has the sense to see He can make himself what he wants to be, If he'll off with his coat and pitch right in— Why, the man who sticks can't help but win!

A farmer's son wished to become a famous lawyer. He went to Springfield, Ill., and accepted employment at a small sum from an attorney. At the end of three days' study he returned to the farm.

"Well, Bill, how'd ye like the law?" asked his father.

"It ain't what it's cracked up to be," replied Bill gloomily. "I'm sorry I learned it."



FOR \$1.00

You can make that

Old Kitchen Drain Board

New and Sanitary by using

"NU-SINK"

Reg. U. S. Pat. Off. Wonderful Chemical discovery that anyone can apply in a few minutes. Leaves a brilliant white Porcelain-finish, dries quickly, hard as flint, durable, WATERPROOF. Thousands of satisfied good housekeepers testify to its merits. Sold by Hardware Merchants, Decorating and Department Stores. Write for interesting free circular and prices to the trade. The "NU-SINK" Co., 263 I. W. Hellman Building Los Angeles, Cal. (Factory San Francisco)

PAINT AS A PRESERVATIVE

(A good article to have your home paper print.)

Painting is economy through preservation. Too many people today consider paint only from a decorative standpoint. While paint is a great decorative medium—its first purpose, nevertheless, is preservation and protection.

Unless properly painted the wooden parts of a building soon absorb moisture and swell. The joints open and disintegration is rapid. The metal roof, gutters and railings soon rust and in a remarkably short time are past repair. Painting as a preservative against the elements is absolutely necessary.

The large iron dome of the United States Capitol shows the need of painting every three years. If this had not been done the structure would have long since been past repair. The same deterioration is probably progressing to greater or less extent on your property today.

The soft sandstone exterior of the White House has been preserved these many years with paint. It was found necessary, as the stone was rapidly disintegrating.

There are many frame dwellings on the New England coast built over two hundred years ago now in a perfect state of preservation, and kept so by proper painting.

It is just as necessary to have property painted regularly as it is to pay for protection by fire insurance; in fact more so, for the reason that money spent for fire insurance premiums represents an expenditure to protect against a possible loss, whereas failure to make the proper expenditure for paint protection means failure to protect against certain loss.

Professor H. H. King of the State Agricultural College of Kansas, in a letter written April 17, 1916, makes this statement: "The losses ensuing in this state through lack of paint are much greater than the losses sustained by fire."

SOMETHING SHORT

Wife—I just can't find words to describe my new bathing suit.

Hubby—Then why not try some abbreviations?

DI-MEL-INE
PAINTS • STAINS • ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. **RETAIL 15 CENTS**—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; Display matter included.

Dealer's Assortment (30 Doz.)	.....\$32.00
Jobber's Assortment (12 Doz.)	.....\$12.80
Open Stock, all colors, per gross	.....\$14.40

2% Freight allowance, F. O. B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

MORTAUX PAINT MFG. CO.

169-173 Second Ave., BROOKLYN—NEW YORK
Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

RUBBERSET

(TRADE MARK)

PAINT BRUSHES

are selling so rapidly that our factories—the largest in the world—are taxed to the utmost. But no matter how great the demand may be we will never sacrifice for mere volume, one single detail in the superior quality which gave RUBBERSET Brushes

The Gold Medal

highest award for brushes at the
Panama-Pacific Exposition

This award *proves* RUBBERSET best. Are you pushing the best and best selling brushes?

RUBBERSET COMPANY

(R. & C. H. T. CO., Props.)

Factories - Newark, N. J.

Pacific Coast Branch, 682 Mission Street
San Francisco, Cal.

Full Toilet Brush Line Carried at San Francisco Branch. Write for Prices, Catalog, Etc., on Shaving and Paint Brushes



IMPORTANCE OF EVERYONE CONSERVING FOOD SUPPLY

The American people, you who are reading this, and everyone else, must be taught to realize the great importance of conserving our food supply, and not be as a San Francisco woman who signed the food pledge, but with one reservation—she didn't see any necessity for cooking without butter; or a Chicago man who signed the food pledge—but could not understand why he was asked to save sugar.

The editor of a trade journal signed the food pledge himself—but thought that its publication in his editorial columns was hardly justified, as it did not seem to be of any great technical interest to his readers.

The food pledge is making its way very rapidly with the whole American people, but the terrible world emergency behind it has not yet come home to all of us. Living in a land which now has the largest remaining stock of food in the world, we are a little slow to realize that this stock can not possibly be our own to use as we see fit, but must be divided with countries where famine is a constant haunting specter. We live in the midst of plenty this year. But famine is just across the seas, and next year, or two years from now, it may be in our own land unless we can realize the full significance of food savings today, and adjust our habits to provide for tomorrow.

Every provisions of the food pledge, from

wheat to soap fats, has been carefully thought out after detailed study of the world's supply of food today and its probable supplies for several years to come.

Butter must be conserved because the world's supply of edible fats is rapidly diminishing and an increased production can not be secured except by organized effort in the dairy and allied industries extending over several years.

Sugar must be conserved because there is a serious, immediate shortage.

Every available medium for keeping the food pledge before every man, woman, and child in the United States must be used during the whole period of the war and even for a considerable period afterwards. For this problem of saving food is a responsibility put upon everyone every day. To the individual at the breakfast or dinner table it may seem one of the lesser duties of the war. But in the mass it is one of our greatest and most immediate duties. Every publication and every person that aids in the daily work of reminding the American people of this duty renders a true patriotic service.

NEW FACTORY REPRESENTATIVE

Millard & Co., a new firm, has opened offices and sample rooms at 135 New Montgomery Street, San Francisco, Cal. They are representing eastern factories in coast territory along hardware specialties and auto accessory lines.



A. C. RULOFFSON, Pres't

BRIER HILL STEEL CO.

OF CALIFORNIA



J. S. BISHOP, Sec'y

STEEL SHEETS

ALL KINDS

Stock or Mill Shipments

WRITE FOR PRICES

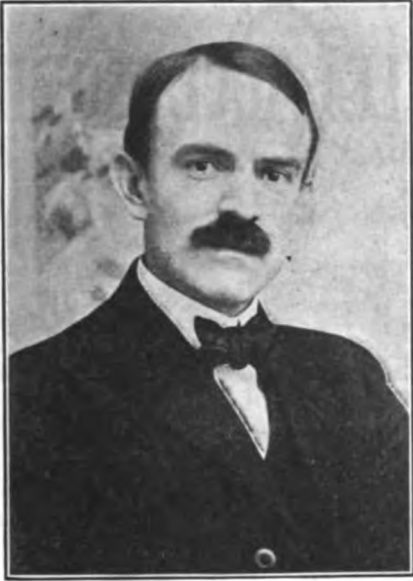
WE WILL DO THE REST

Mills at
Youngstown
Ohio

Mills
at Niles
Ohio

Large Stock in San Francisco

359-365⁺ MONADNOCK BUILDING, SAN FRANCISCO



PASSING OF EDMUND STEYTLER, GENERAL MANAGER OF SALES PITTSBURGH STEEL CO.

The trade will learn with sincere regret of the

passing of Edmund Steytler, general manager of sales of the Pittsburgh Steel Co., Pittsburgh, Penn., which occurred at Atlantic City, October 8th.

Mr. Steytler was born in Cape Town, South Africa, October 22, 1869. With his family he removed to Swissville, Pennsylvania, at an early age. He received his education at Trinity Hall, now Washington and Jefferson College, and after graduating entered business with his father.

He first entered the hardware business in 1893 with the Bindley Hardware Co. and the Pittsburgh Wire Co., remaining with them for three years, at which time he became connected with the Consolidated Steel & Wire Co. Later this was merged into the American Steel & Wire Co., with whom Mr. Steytler remained until 1902.

He resigned this position to take charge of the electric welded woven wire fence department of the Pittsburgh Steel Co. In 1912 he was appointed general manager of sales of this company, which position he occupied at the time of his death.

He is survived by a wife and two children, one son now serving with the University of Pittsburgh Base Hospital in France.

Mr. Steytler was a member of the Duquesne Club, Oakmont Country Club, the Country Club, the Field Club and the Pittsburgh Athletic Association. He was highly regarded by everyone who knew him.

He will be greatly missed not alone by his family and friends, but by those who were brought into business relations with him, and who greatly admired him as a man of excellent character and fine business principles.

"Pittsburgh Perfect"

Wire Nails

ALL KINDS

Barbed Wire

Baling Wire and Ties

AT RIGHT PRICES TO YOU

PITTSBURGH STEEL CO

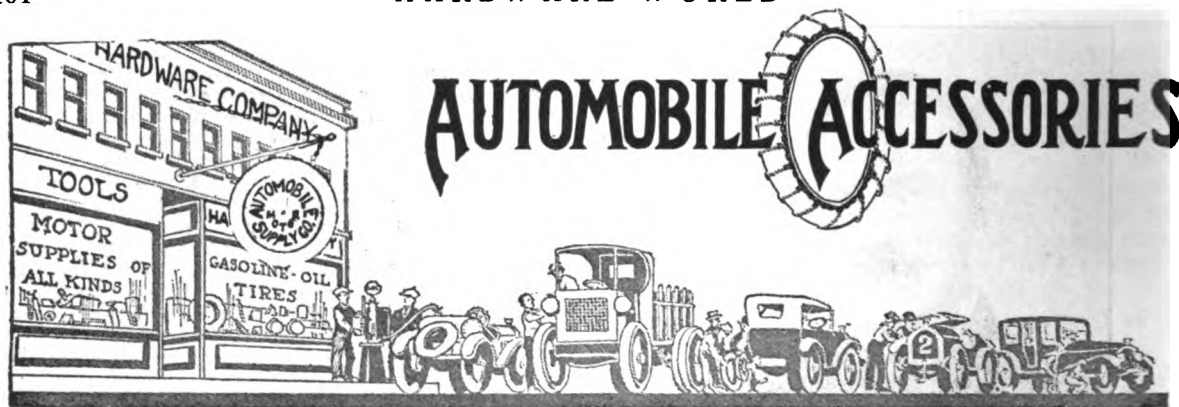
359-365 Monadnock Building
SAN FRANCISCO

Shipped from Mill or San Francisco Stock

A. C. RULOFSON CO.

Sales Managers





Playing Up Auto Accessories

IN THE "between" season, when it is yet too early for playing up Christmas specialties, when fly screens and hammocks are a thing of the past, and even the implements for the fall hunting season have had their due publicity, the hardware man begins to cast his eye around for something on which to make a drive.

I am assuming, of course, that the dealer is one imbued with the modern progressive spirit, who does not curtail his advertising, or sit with folded hands waiting for the "busy" season to arrive. All such merchants know the value of keeping their name and lines constantly before the public, and when there is no specially seasonable goods to be advertised they must take a standard line and make it a bigger seller.

Auto Supply Week.

This, then, is an excellent time to push all kinds of accessories for the automobile. Practically all modern hardware merchants handle a good line of auto supplies, and they are of such a diversity of types that a different line could be featured every day for a couple of weeks, and in this way the large and complete stock carried would be impressed upon the public in a very effective manner.

Newspaper advertising should be linked with catchy window displays—in fact, as a trade builder, I would give precedence to the latter, since the window is seen by everyone who passes, while the printed ad is read by only the few.

It might be well to inaugurate an Auto Supply Week, featuring a different line every day. Advance advertising should set the date for the Supply Week, and give the items for each day, such as Cleaning Day (paints, varnishes, brushes, dusters, sponges, chamois, etc.

Comfort Day.

Comfort Day (electric foot warmers, fur and woolen blankets, air cushions, vacuum flower vase holder, mirrors, etc.).

Repair Day.

Repair Day (tires, tool kits, air pumps, and the like).

Emergency Day.

Emergency Day (flash lights and fire extinguishers).

Novelty Day.

Novelty Day (showing any of the season's novelties—such as little flag holders and silk flags; and the dim-o-lite headlights such as are now required by law in many states); and

General Equipment Day.

General Equipment Day (featuring all the Auto parts which must constantly be renewed owing to the wear and tear of the road.

A description of a few notable displays installed by enterprising hardware men in various sections of the country may serve as an inspiration to the dealer of less originality, or who is too busy to give the necessary time and thought to the most trade compelling window displays.

A Cleveland dealer (Salzer) recently arranged a window that was so striking that it caused not only everyone who passed to pause, but drew pedestrians over from the opposite side of the street. The background was covered with cheesecloth of a deep, dark blue, drawn tight, so as to present a smooth surface. (Crepe paper could be substituted with equal effect, the main thing being to get the solid indigo background). At either side were two tall white pillars topped with globes holding electric lights, illuminated at night. From pillar to pillar, against the blue ground, was woven a huge spider's web, five feet in diameter, of white cotton twine. At one side, in the meshes, was entangled a paper fly, five inches long. A card at one side observed:

.....
: DON'T GET CAUGHT—LIKE A FLY :
: Be prepared for night. Get an Electric :
: Flash Light. :
: Just the thing when something goes :
: wrong with the auto when driving along :
: a dark road. Bring the trouble to light, :
: by bringing light to the trouble. Very :
: convenient, too, when arriving home late :
: at night, and a light is needed to properly :
: house the machine. :
:

REVERE TIRES

will meet the tire requirements of that customer who rushes in and demands the very best preparedness 'gainst the trials of the road.

That sturdy hero, whose name exemplifies the sturdy characteristics of Revere 'R' Tread Tires, let no hindrance stand in the way of his duty.

What more can be said of Revere 'R' Tread Tires than that "they do their duty?" And by doing it as only a famous anti-skid tire of the better quality can do it, they're winning friends among dealers all over the country—at a pace-making rate.

Write today one of the distributors named below for particulars regarding prices, etc.

Moore-Handley Hardware Co.,
Birmingham, Ala.

Stevens Hardware Co., Dublin, Ga.

Talladega Hardware Co.,
Talladega, Ala.

Odell Hardware Co., Greensboro, N. C.

E. P. Sanderson Co., Boston, Mass.

Watkins-Ottrell Co., Richmond, Va.

Worthington Hardware Co.,
Staunton, Va.

Logan-Gregg Hardware Co.,
Pittsburgh, Pa.

Bronson & Townsend Co.,
New Haven, Conn.

John Pritzlaff Hardware Co.,
Milwaukee, Wis.

Mossman-Yarnelle & Co.,
Fort Wayne, Ind.

Emmons-Hawkins Hardware Co.,
Huntington, W. Va.

Richards & Conover Hardware Co.,
Kansas City, Mo.

Richards & Conover Hardware Co.,
Oklahoma City, Okla.

Simmons Hardware Co., St. Louis, Mo.

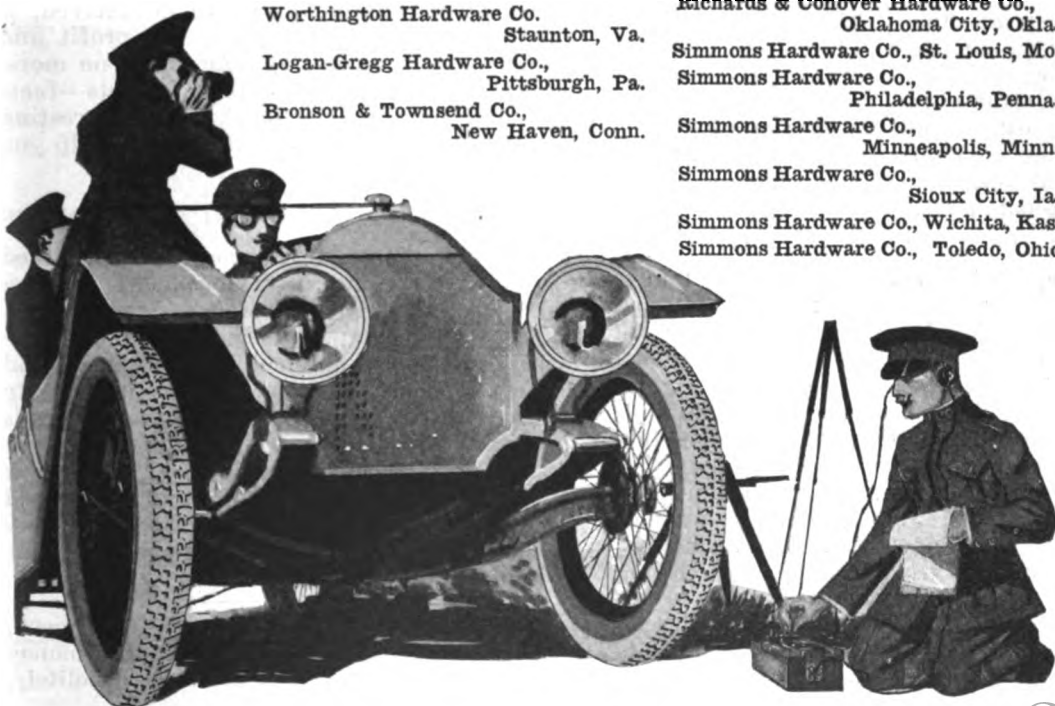
Simmons Hardware Co.,
Philadelphia, Penna.

Simmons Hardware Co.,
Minneapolis, Minn.

Simmons Hardware Co.,
Sioux City, Ia.

Simmons Hardware Co., Wichita, Kas.

Simmons Hardware Co., Toledo, Ohio



The floor was covered with white cloth, with a border of billows of blue, and on it was laid a number of flashlights of various sizes, several with the batteries exposed, and each article tagged with a little price card.

A very effective general auto equipment window was recently shown by the J. H. Ashdown Hardware Co., Ltd., Winnipeg, Canada. It was floored with blue tiles, and the background was of the same color, with white latticework at either side, overgrown with blue morning glories and foliage (paper). A blue pedestal in the rear was topped with a glass slab, on which were displayed a number of sirens, in each of which was a little silk American, French or British flag. In front of this was a lower stand which held a number of headlights, peeping out of a mass of autumn foliage. A stand at one side held side mirrors and air pumps, and one at the other a complete tool kit. Behind these, on the wall, were hung a number of extra tires. Down in front, spread out on an auto robe, partially covered with a table cloth of heavy crepe paper was a picnic lunch, with thermos bottle holding the place of honor. Back of the lunch on a folding camp stool was an open auto lunch kit, with complete lunch set attached to inside of cover. Each article had a little price tag, and a larger card, framed in a border of autumn leaves, announced:

GOING ON AN AUTO TRIP!

: Then you'll need one of these veneer :
: lunch kits. Light, compact, with com- :
: plete equipment for the wayside lunch. :
: Enhance the pleasures of the journey with :
: an appetizing lunch and a bottle of hot :
: coffee. :
: A repair kit, too, will come in handy. :
: Look over our stock. Tools for every :
: emergency in cases of khaki or veneer. :
: Remember the old story of the kingdom :
: that was lost "all for the want of a horse- :
: shoe nail," and guard against spending :
: the night on the road by having the :
: proper repair tools. :

A display that directed instant attention to the contents was that set forth by the Raymer Hdw. Co., St. Paul, Minn., which featured but a single article and a popular priced one at that—amber auto goggles. The firm figured rightly that if they could get people interested in a single item and induce them to enter the store they would see many other things of which they might be in need, both in the auto line and that of general hardware. This window was arranged as a huge funnel, stripe of twisted yellow paper running from the top, bottom and sides of the front of the window, to the center of the rear, where there was a big red disc of cardboard. This circle was bordered with auto goggles, while in black letters was printed:

SEE! SEE!

: Auto Goggles.....Only 58c :

Completing the gorgeous coloring of red and yellow, the floor was covered with purple silk, on which were shown flash lights, thermos bottles, repair kits, and little metal standards holding silk flags, to be attached to the front of an auto.

THE SALESMAN DOMINATES

The hardware jobber's success in selling tires will depend on the active cooperation of his traveling force, says F. R. Goodell. If the men on the firing line do not become heartily convinced that the tire and accessories business does justify their best efforts, then the lion's share will gravitate to the wholesale auto supply distributors, or some wideawake hardware competitor. A certain amount of business will come to the hardware jobber without great effort on his part, but it will not yield the volume necessary to make the venture profitable. Unless there is a large volume there can be no adequate stock. Stock means prompt service, and this in turn attracts more business. Getting this necessary volume is squarely up to the sales force—and there are few successful hardware salesmen who cannot get their share of the tire business, once they are convinced that the game is worth the candle.

Business Is a Pleasure

But it is not to be supposed that you will devote any more time to tires than they can be shown to deserve. You carry a multiplicity of lines, and your time is valuable and limited. Your interest in the profit to be derived, is very directly in proportion to the profit and good will to be gained by your firm—no more, no less. What you want, then, is facts—facts that will keep you in touch with interesting developments—facts that will perhaps help you to sell more tires with less effort.

CAFETERIA PLAN SELLING ACCESSORIES

Now that the public has become accustomed to the cafeteria plan in the business of selling "eats," a Chicago department store, Rothchild's, has just applied this principle to the merchandising of automobile accessories, and reports the plan a big success. Customers help themselves from a big counter, taking the goods they want to a clerk and paying for them. Each article is plainly marked and priced. One clerk is able to do the work of four under the old system, and the customers are handled more promptly. The store is also a Goodyear Service Station.

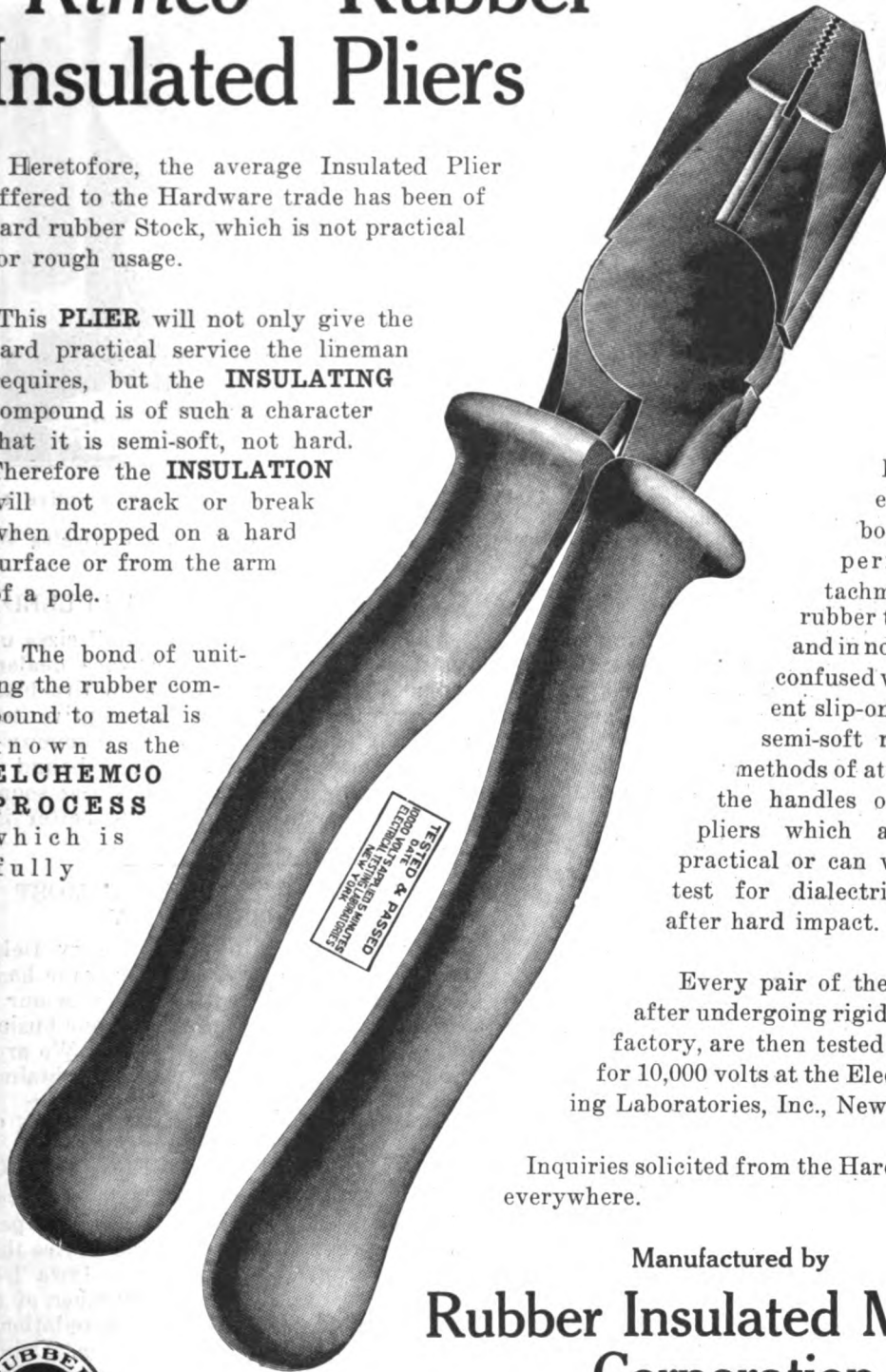
It takes longer to be polite to customers, and it takes longer, too, to count the money customers leave when they are treated politely.

"Rimco" Rubber Insulated Pliers

Heretofore, the average Insulated Plier offered to the Hardware trade has been of hard rubber Stock, which is not practical for rough usage.

This **PLIER** will not only give the hard practical service the lineman requires, but the **INSULATING** compound is of such a character that it is semi-soft, not hard. Therefore the **INSULATION** will not crack or break when dropped on a hard surface or from the arm of a pole.

The bond of uniting the rubber compound to metal is known as the **ELCHEMCO PROCESS** which is fully



covered by American and Foreign patents. This bond makes a permanent attachment of the rubber to the metal, and in no way is to be confused with the patent slip-on handles of semi-soft rubber, and methods of attachment to the handles of insulated pliers which are neither practical or can withstand a test for dielectric strength after hard impact.

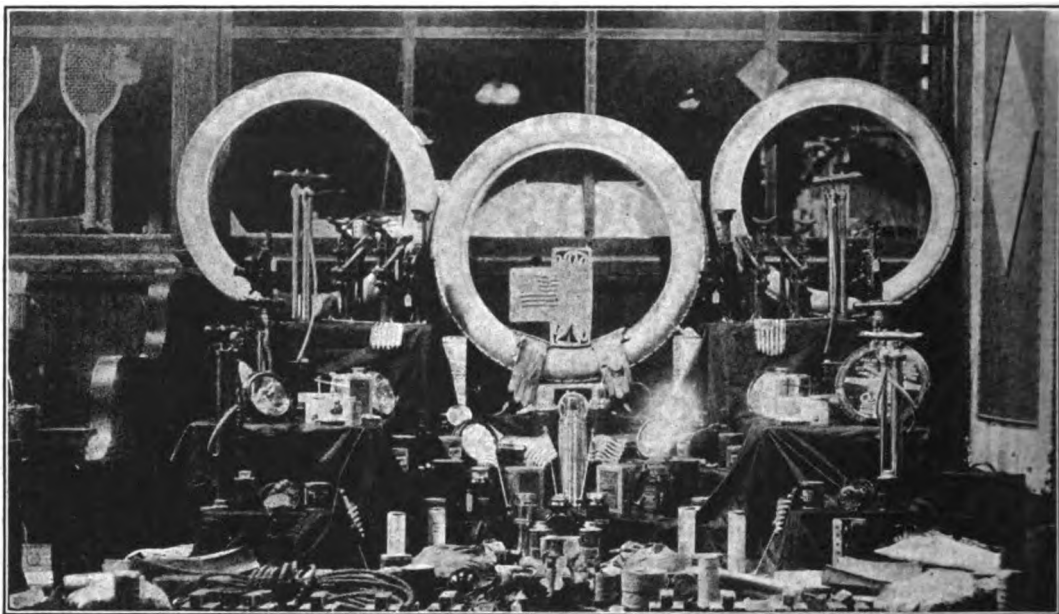
Every pair of these **PLIERS** after undergoing rigid tests at our factory, are then tested and passed for 10,000 volts at the Electrical Testing Laboratories, Inc., New York City.

Inquiries solicited from the Hardware trade everywhere.

Manufactured by
Rubber Insulated Metals Corporation

PLAINFIELD, NEW JERSEY





Although half a century in business, as mentioned below, H. G. Beatty & Company are receptive to new ideas, new goods and new methods. They are paying special attention to Automobile accessories. Here was one of their trade bringing Window Displays.

FIFTY YEARS IN BUSINESS

Very few, indeed, are the retail merchants who live through a period of fifty years activity since the establishment of their business. It is quite rare that a man should witness the successful continuance and operation of his business, of which he has been at the head for fifty years. Yet such is the experience of H. G. Beatty, of Clinton, Ill.

The business was first founded by I. B. Beatty in 1848. H. G. Beatty, his son, entered the firm in 1865, immediately following the Civil War.

Associated with him at present are his two sons, E. H. Beatty and H. R. Beatty. Mr. Beatty has been fortunate in having his sons with him, for with their father's example before them, they have continued the business along the lines laid out by their father, and there is no one in their community who is more highly regarded or are considered better informed hardware men.

A handsome illustrated booklet commemorating their fiftieth anniversary in business was issued to their friends, and they conducted a golden anniversary sale, which was a marked success.

They handle full lines of everything pertaining to hardware, implements, auto accessories, etc.

It is their pride that the best friends they have are their customers, and their policy is to guarantee everything they sell and every article to be just as they represent it or money refunded.

EITHER PULL OR BE PULLED

That is the way F. R. Goodell sizes up the situation as far as the hardware dealer and jobber is concerned in the auto tire business.

Every merchant who is receptive to new ideas, and wishes to serve his community as well as increase his business, is bound to go into the accessory and tire business sooner or later. The sooner he does, the better it will be for him.

ACCESSORY BUSINESS MOST SATISFACTORY

Our experience in the accessory field has been very satisfactory, and our trade has doubled by leaps and bounds. This is our third season carrying accessories, and our business is four times what it was last year. We are well pleased with the results we have obtained by stocking accessory items.

Duluth, Minn. KELLEY-HOW-THOMSON CO.

AN AUTOMOBILE TO EVERY 29 PEOPLE

Every retail hardware dealer knows that automobiles are numerous, but he has perhaps never known that in the United States there is one car for every 29 persons. Iowa led the United States in 1916 in the number of motor cars registered in proportion to population. She had one car for every 11 persons. California was a close second with one car to every 12 inhabitants. Nebraska and South Dakota had one for every 13. Arkansas could show but one for every 116. The average of one car for every 29 people certainly means an enormous volume of business in automobile accessories.

American Chains

The Complete Chain Line

**Weldless — Electric Welded — Fire Welded. All Sizes —
All Types — All Finishes. From Plumbers'
Safety Chain to Ships' Anchor Chain**

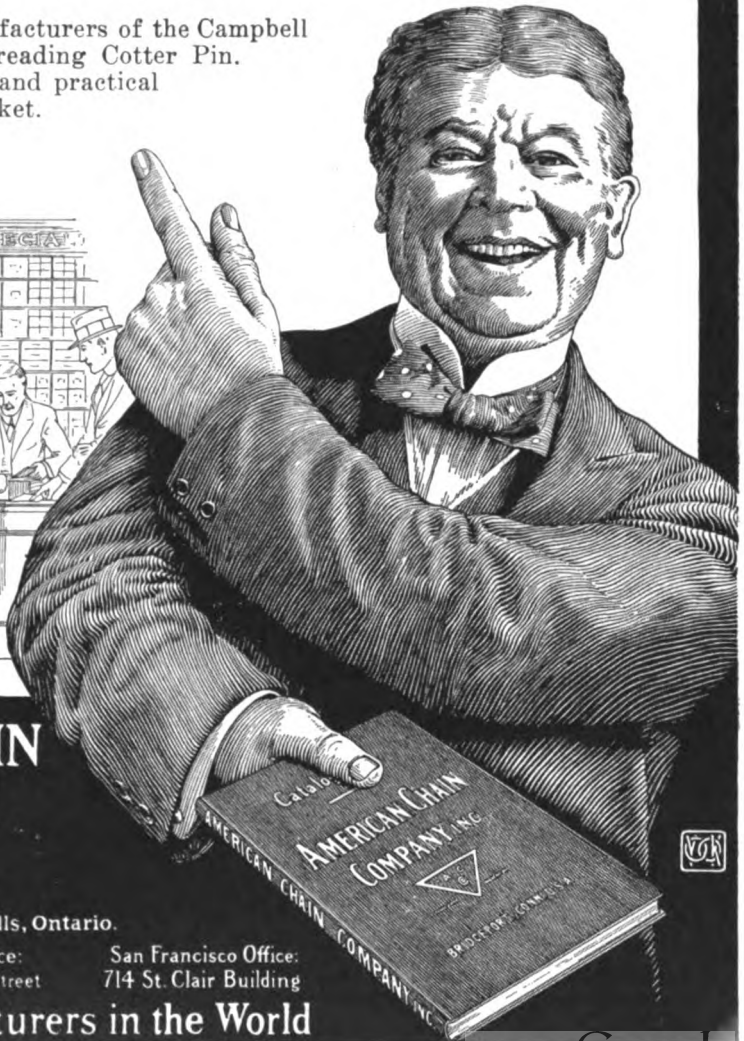
In addition to Coil Chain of all sizes, types and finishes, we manufacture a great number of fast selling specialties:

Weed Tire Chains,
Weed Chain-Jacks,
American Tire-Lock Chains,
American Welded Towing
Chains, and Dobbins,
Blow-Out Chains.

Halters, Dog Leads and
Kennel Chains, Cow Ties
and Tie-Out Chains,
Heel Chains, "Elweltra"
Trace Chains, and
Saddlery Hardware.

Hammock and Poreh Swing
Chains, Sash Chains,
American Galvanized Chain
for Arc Lamp Suspension,
Friction Chains for Looms, and
Chains for all special purposes.

We are the sole manufacturers of the Campbell
Hammerlock Self Spreading Cotter Pin.
The most economical and practical
Cotter Pin on the market.



**AMERICAN CHAIN
COMPANY, INC.**

BRIDGEPORT  CONNECTICUT

In Canada: Dominion Chain Co., Ltd. Niagara Falls, Ontario.

Boston Office:
107 Massachusetts Ave.

Chicago Office:
529 West 12th Street

San Francisco Office:
714 St. Clair Building

Largest Chain Manufacturers in the World

HEADQUARTERS FOR AUTO SUPPLIES



Hydrometer Battery Syringe

For testing the specific gravity of the acid in storage batteries or making electrolyte. For recharging the quantity of acid above the plates, or filling the storage batteries with electrolyte.

\$1.00



The feature of these chains is their freedom to creep. They automatically shift their position on the tire. Special chains are selected without the use of pins or other tools. Price—

\$1.95 up

Triple-Action Compound Tire Pump

Will inflate your tire in a jiffy. A most powerful hand pump. Thoroughly tested before leaving the factory. Three cylinders of heavy machine drawn brass tubing, tightly polished and rust proof.

Price—\$4.00
Double action—\$3.00



Your car isn't completely equipped without a pair of goggles. We have them in both plain and leather look, for either slight or fast driving. Price—

25c up



Every automobile owner should have a Thermos Bottle in his car, which enables you to keep liquid steaming hot or icy cold. Handsomely finished in either leather or silver. Price—

\$1.50 up



Latest design. High grade. It is a compact and efficient signal. Has a powerful ruby lens and a water-tight seal. With a white side light to show signal, with a white side light to show signal, with a white side light to show signal. Price—

\$1.00

CUT YOUR TIRE UP-KEEP WITH Diamond Tires

HERE IS AN ALTOGETHER DIFFERENT TIRE. A tire so excellent that it actually sets a new standard in everything that goes to make TIRE VALUE.

Step into our store and examine a sliver of the new "Valued Rubber" of which Diamond tires are made. You'll find it's as strong as a argument. Submit it to any test you like—then you'll understand why the Squeech tread of a Diamond tire practically never wears out.

The Diamond is a nimble tire and strong. It is comparatively light in weight, compact, springy, speedy and very comfortable to ride on by reason of its true pneumatic quality.

Extensive mileages are common. Diamonds are never sold by the pound nor on the old fashioned high-priced high-mileage-promise combination.

They are sold on performance records at fair list prices—the lowest of any of the standard makes.

DIAMOND FAIR LIST PRICES

WE CARRY THE FOLLOWING SIZES IN STOCK:

Size	Regular Q. D. or Straight Tread	Regular Q. D. or Squeech Tread	Grey Tokes
28 x 3	\$11.40	\$11.95	\$2.80
30 x 3	11.10	11.65	2.75
32 x 3	14.80	15.35	3.10
30 x 3 1/2	14.40	15.10	3.40
32 x 3 1/2	16.85	17.70	3.60
34 x 3 1/2	19.70	20.60	4.15
32 x 4	22.50	23.65	4.40
34 x 4	23.60	24.70	4.55
36 x 4	24.10	25.30	4.70
32 x 4 1/2	27.50	28.30	5.25
34 x 4 1/2	28.70	29.55	5.00
36 x 4 1/2	29.10	30.55	5.60
38 x 4 1/2	33.55	35.05	5.85
34 x 5	34.50	36.25	6.05
37 x 5	41.05	43.10	7.35

FIVE PER CENT OFF THIS LIST FOR CASH

In addition to SERVICE, its Black Tread and Red Walls give you a handsome tire that is a real addition to the appearance of your car.

We are always glad to show Diamonds to visitors and purchasers alike.

WE DO DOUBLE TREAD WORK

If you have two old tires let us double tread them. They will be worth the price.

H. G. BEATTY & Co.

South Side Square CLINTON, ILLINOIS



Pyrene Fire Extinguisher

Auto Insurance reduced 10 per cent if your car is equipped with this extinguisher. The board of Underwriters approved it. Puts out any kind of fire. Subdues electrical or gasolene fires without damage to insulation or appliances. Price—

\$7.00



Electric Lamps

Edison, Mazda, Electric lamps. We carry all sizes, both single and double circuit, in stock. Price—

20c up

Steel Tool Boxes

Three boxes have proved useful, strong and can be used for a long time. They are the strongest box on the market, are black enameled and are highly finished as the one shown. Price—

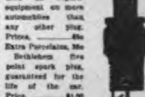
\$1.50 up



Spark Plugs

Champion Regular Spark Plugs are used as regular equipment on most automobiles. They are the best. Price—

\$1.00



Electric Spot Light

Quickly turned in any direction for night driving. The latest addition to motorist's equipment. Mounted to the windshield by a bracket with a universal joint that allows turning in any direction. The actual joint is so constructed that the mirror indicates the position of the light, but with sufficient flexibility so that it can be easily moved in any direction by means of a handle at the back of the lamp. Price—

\$3.50 up

As mentioned on the previous page, H. G. Beatty & Company pay particular attention to Auto accessories. Here is their up-to-date method of advertising them.

RAYBESTOS BRAKE LINING

The manufacturers advise us that the demand for Raybestos brake lining without wire has been steadily increasing, and where it has been demonstrated for use on internal and external brakes it is unsurpassed. Its superior qualities over cheaper lining for use on Ford Transmissions have been appreciated only of late.

Raybestos for Ford Transmissions is made up without wire insert to preclude the possibility of small particles of wire getting into and short circuiting the magneto.

It is composed of long fibre asbestos spun and woven into a fabric which in turn is treated with heat and wear-resisting compounds. It is so thoroughly impregnated the co-efficient of friction remains constant even when worn down to a mere fraction of its original thickness.

When applied to Transmission Bands, Raybestos will give considerably longer service than the cheaper materials offered and has been adopted by many companies operating jitney busses as the most economical and satisfactory Brake Lining.

Raybestos contains no layers or plies, nor rubber compound and is impervious to extreme heat and oil.

Raybestos is the product of a company which originated Brake Lining, and their products can always be identified by the Silver Edge.

Raybestos for Ford Transmissions.

It is put up in boxes one set to a box, each set comprising three pieces each 23 inches long, together with sufficient rivets for attaching. The container in which it is put is red and black so the package is easily identified.



VOLUME ON ACCESSORIES MORE THAN EXPECTED

Editor "HARDWARE WORLD":

We are handling the Hercules Spark Plugs and have found the sale very satisfactory. We do not stock a complete auto accessory line, but are handling only a few of what we think are the live specialties, and so far have found them all very satisfactory. We are adding new goods to our auto accessory line from day to day. The volume in this line is a great deal more than we expected.

LARSON HARDWARE CO.

Sioux Falls, South Dakota.

A humane society has secured a downtown show window and filled it with attractive pictures of wild animals in their native haunts. A placard in the middle of the exhibit reads: "We were skinned to provide women with fashionable furs." A man paused before the window and his harassed expression for a moment gave place to one of sympathy.

"I know just how you feel, old top," he muttered. "So was I!"

A rather critical old lady once said to Crawford, "Have you ever written anything. Mr. Crawford, that will live after you are gone?"

"Madame," Crawford replied politely. "what I am trying to do is to write something that will enable me to live while I am here."

VEEDOL

The Lubricant That Resists Heat



This Metal Sign
Over Your Door Means
Bigger Sales For You

Share in \$2,000,000 Profits

28,000,000 people are reached by Veedol advertisements.

A Veedol sign will bring you rapidly increasing profits, due to the great demand created by the Veedol national advertising campaign.

Last year the sales of Veedol trebled. This year they may break that record. Pacific coast retailers report 60%—90%—120%, and even larger gains over last year.

Selling is easy

We make Veedol easy to sell. It really sells itself. Some advantages of the Veedol proposition are good profits, big volume, a line of goods that adds to your prestige, A-1 cooperation and the greatest advertising campaign in the history of automobile lubricants.

Why Veedol sales grow rapidly

These two bottles show why Veedol is superior to all ordinary oils. Both bottles

contain samples of oil taken after 500 miles of running. Notice that ordinary oil, in the left hand bottle, contains more than five times as much sediment as Veedol in the right hand bottle.

This sediment in ordinary oil is the greatest cause of friction and wear in automobile engines. Veedol reduces sediment by 80%.

Veedol is unlike ordinary oil because it is made by the Faulkner Process—a discovery controlled exclusively by the Platt & Washburn Company.

Other fast sellers

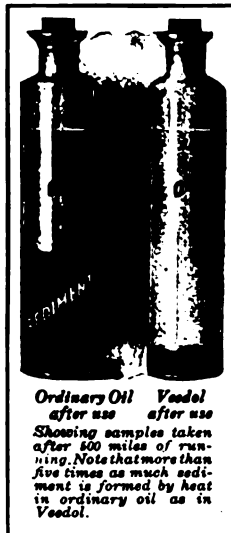
The demand for Veedol greases is increasing rapidly. They have the same high quality as Veedol. There is a special Veedol grease for every purpose.

**PLATT & WASHBURN
REFINING COMPANY**

Monadnock Building
San Francisco, Cal.

Main Office: New York City

Branches in Boston, Philadelphia and Chicago



Write to one of these Veedol jobbers today for Sales Proposition

ARIZONA—Phoenix: Auto Supply Co.
Tucson: J. Breck Richardson
CALIFORNIA—Fresno: Evans Rubber & Supply Co.
Helena: A. M. Holter Hardware Co.
Los Angeles: McCoy Motor Supply Co.
Oakland: Berg Auto Supply Co.
Sacramento: Jas. S. Remick Co.
San Diego: Cavin Williams
San Francisco: Lathan Auto Supply Co.

CALIFORNIA—San Francisco: McCoy Motor Supply Co.
Stockton: Jas. S. Remick Co.
COLORADO—Denver: Quinn & McGill Motor Supply Co.
H. I.—Honolulu: Smoot & Steinhäuser, Ltd.
NEVADA—Reno: Nevada Auto Supply Co.
OREGON—Portland: Ballou & Wright
TEXAS—El Paso: Western Motor Supply Co.
UTAH—Salt Lake City: Salt Lake Hardware Co.
WASHINGTON—Seattle: Ballou & Wright

CENTURY TIRES



Century-Plainfield Tires

Have a SUPERSERVICE built in with a DETERMINATION —then carefully inspected and oversized. That is why their large guarantee becomes a fact when real service begins.

Users want CENTURY *Superservice Oversize* Tires.

CENTURY Dealers find that sales are certain on CENTURY-PLAINFIELD Tires.

Write for Dealers' Proposition

GUARANTEED 7500 miles small sizes. 6000 miles large sizes

TERRITORIAL DISTRIBUTORS

Pacific Hardware & Steel Company
San Francisco, Cal.

R. M. Wade & Company
Portland, Ore. and Spokane, Wash.

Pacific Coast Branch and Warehouse

Century
-PLAINFIELD Tire Co.

430 Golden Gate Avenue
SAN FRANCISCO

HERCULES SPARK PLUGS



GUARANTEED 5 YEARS

DISTRIBUTED BY

A. Baldwin & Co., Ltd., New Orleans, La.
Julius J. Bantlin Co., Cincinnati, Ohio.
G. W. Barnett Hdw. Co., Montgomery, Ala.
Beck & Corbitt Iron Co., St. Louis, Mo.
Geo. F. Blake, Jr., & Co., Worcester, Mass.
H. F. Brownell Co., Sioux Falls, S. D.
Burhans & Black, Inc., Syracuse, N. Y.
P. Burns Saddlery Co., St. Louis, Mo.
Caffaratti & Co., Buenos Aires, Argentina.
Canton Hardware Co., Canton, Ohio.
Hugh Carson Co., Ltd., Ottawa, Ontario.
Central Rubber & Supply Co., Indianapolis, Ind.

Cook Iron Store Co., Rochester, N. Y.
Andrew Cowan & Co., Louisville, Ky.
Crowell Bros., Halifax, Nova Scotia.
Doubleday-Hill Electric Co., Pittsburg, Pa.
Empkie-Saugart-Hill Co., Council Bluffs, Ia.
Emmons-Hawkins Hdw. Co., Huntington, W. Va.

Fort Wayne Iron Store Co., Ft. Wayne, Ind.
J. D. Grant, Fargo, N. D.
Gray & Dudley Hdw. Co., Nashville, Tenn.
Hackett, Gates, Hurty Co., St. Paul, Minn.
The George Hamburger Tool & Supply Co., Denver, Colo.

J. H. Haney & Co., Omaha, Neb.
Harbison & Gathright, Louisville, Ky.
Harpham Brothers Co., Lincoln, Nebr.
John J. Harrington, Richmond, Ind.
Havana Commission Co., Havana, Cuba.
Hercules Co., Westfield, Mass.
Hibbard, Spencer, Bartlett & Co., Chicago.
Hoffman Hdw. Co., Los Angeles, Cal.
Holmes Hdw. Co., Pueblo, Colorado.
H. S. Howland Sons & Co., Ltd., Toronto, Ontario.

T. T. Hutchisson & Co., Wheeling, W. Va.
Charles Ilfeld Co., Las Vegas, N. M.
Indianapolis Saddlery Company, Indianapolis, Ind.

Inland Iron Co., Fresno, Cal.
Inter-State Oil Co., La Crosse, Wis.
Janney, Semple, Hill & Co., Minneapolis, Minn.

Kelley-How-Thomson Co., Duluth, Minn.
King Hardware Co., Atlanta, Ga.
Klostermeier Bros. Hdw. Co., Atchison, Kas.
Knapp & Spencer Co., Sioux City, Iowa.
Korsmeyer Co., Lincoln, Neb.
Larson Hdw. Co., Sioux Falls, S. D.
La Salle Light Co., Chicago, Ill.
Lee-Coit-Andresen Hdw. Co., Omaha, Neb.

Lerch Brothers, Baltimore, Md.
Rice Lewis & Son, Ltd., Toronto, Canada.
Logan-Gregg Hdw. Co., Pittsburg, Pa.
Matador Tire & Vulcanizing Co., Chicago, Ill.
Miller-Morse Hardware Co., Winnipeg, Manitoba, Canada.

Minnesota Autosupply Co., Winona, Minn.
Morse Hdw. Co., Bellingham, Wash.
C. Neidhardt & Co., Rochester, N. Y.
Northwestern Electric Equipment Co., St. Paul, Minn.

The Ohio Rubber Co., Cincinnati, Ohio.
Oskamp Auto Supply Co., Cincinnati, O.
Palace Hdw. & Arms Co., Phoenix, Ariz.
E. Scott Payne Co., Baltimore, Md.

Peden Iron & Steel Co., Houston, Texas.
John Pritzlaff Hdw. Co., Milwaukee, Wis.
W. E. Pruden Hardware Co., New York.
Richmond Hardware Co., Richmond, Va.
Robinson Bros. & Co., Louisville, Ky.

Robison Heavy Hdw. Co., St. Joseph, Mo.
Ross-Frazier Iron Co., St. Joseph, Mo.
St. Paul Electric Co., St. Paul, Minn.
Scheffer & Rossum Co., St. Paul, Minn.
J. H. & F. A. Sells Co., Columbus, Ohio.

Doherty Sheerin & Co., Indianapolis, Ind.
J. B. Sickles Saddlery Co., St. Louis, Mo.
Simmons Hardware Co., St. Louis, New York, Philadelphia, Toledo, Minneapolis, Sioux City, Wichita.

Sligo Iron Store Co., St. Louis, Mo.
Smith-Worthington Co., New York, N. Y.
Strevell-Paterson Hdw. Co., Salt Lake City, Utah.

Suelflohn & Seefeld, Milwaukee, Wis.
Supplee-Biddle Hardware Co., Philadelphia.
Sullivan Supply Co., Saginaw, Mich.
Stuart-Howland Co., Boston, Mass.

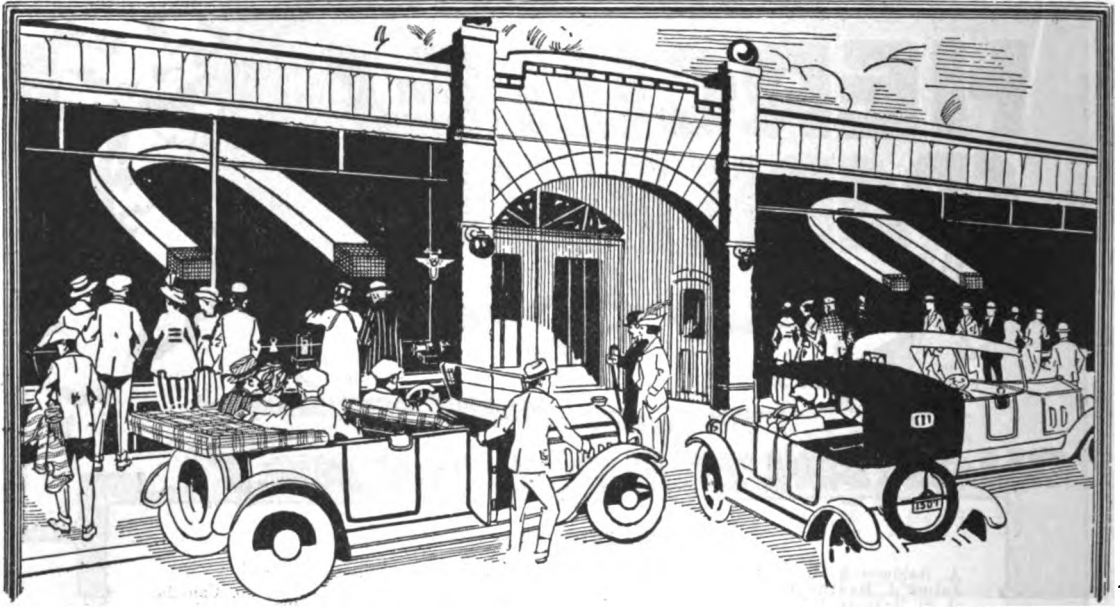
W. H. Thorne & Co., Ltd., St. John, N.B.
Tool Specialty Co., Kansas City, Mo.
Universal Accessories Co., Indianapolis, Ind.
Van Camp Hdw. & Iron Co., Indianapolis, Ind.

Wagner Hardware Co., Mansfield, Ohio.
James Walker Hdw. Co., Ltd., Montreal, Quebec, Canada.
Waterhouse & Lester Co., San Francisco and Los Angeles, Cal.
Weed & Co., Buffalo, N. Y.
Western Automobile Supply Co., Omaha, Neb.
W. R. Wheeler Co., Indianapolis, Ind.
Wood, Vallance & Co., Ltd., Hamilton, Ont., Canada.

JOHN T. ROWNTREE, INC., COAST REPRESENTATIVE

Los Angeles San Francisco Seattle Salt Lake City Denver

MANUFACTURED BY
ECLIPSE MANUFACTURING CO.
INDIANAPOLIS—U.S.A.



WINDOWS ARE MAGNETS TO DRAW TRADE

Successful merchants pay high rents to be on prominent streets, in good locations, so as to have the advantage of large window space in advertising their goods. If it is important that big merchants do this, how much more important is it that the little dealer should pay fully as much, if not more attention, to utilizing to the best advantage what window space he has.

The Blevins Hardware Co., Blevins, Nebraska, has been incorporated with a capital stock of \$15,000.

A STRONG GUARANTEE

R. F. Sedgley, manufacturer of the Hexall line of socket and ratchet wrenches, offers to repair any Sedgley wrench free of charge that may be broken, so confident is he of the quality and durability of the Hexall line.

The Hexall socket wrench No. 5 is a splendid tool with a 10½-inch Hexagon Steel handle, 7 sockets made from bar steel case hardened. Sockets are packed neatly on the handle when not in use. Friction ball in handle prevents them from dropping off.

Hexall Ratchet Wrench No. 2 has a 7-inch handle, steel forging, two screw driver bits of best tool steel.

These wrenches are sold by the leading jobbers, and R. F. Sedgley will be glad to give full information to any of our readers upon request.

KWIK-LITE THE QUALITY FLASH LIGHT

This is the title of a very interesting booklet, the first part showing portions of their manufacturing plant where the Kwik-lite is made, and illustrating their methods of production, inspecting, etc.

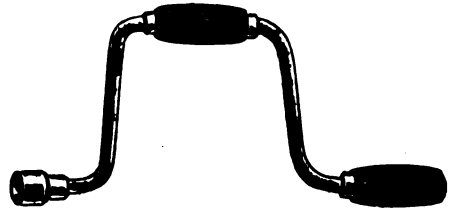
Aside from this it shows the publicity which the Usona Mfg. Co. are offering to their jobbing and retail trade in telling the consumers of the merits of their flash lights.

This fact and the further fact that the Usona people use publications such as the "Hardware World" to keep before the merchants and dealers the merits of their flash lights, telling the trade of their methods of co-operation, aside from the intrinsic merits and quality of the flash light, makes it a most desirable article to handle.

They will be glad to give full information as to their methods of co-operation, illustrating the superior points which they claim for the Kwik-lite, to any of our readers upon request.

STRONG SOCKET BRACE FOR AUTOMOBILES

Removing demountable rims is a task that often tries the automobilist's patience unless he is supplied with the proper equipment. A few unpleasant experiences soon put him in a mood for appreciating a strong, handy device for the purpose, and this, it is



said, he will find in the V & B Automobile Socket Brace, which is shown in the accompanying illustration. This tool is designed to remove demountable rims and is described as durable in construction and efficient in operation.

The strong feature of this Brace is the fact that the Socket end is drop forged and attached to the Sweep Rod in such a way that it cannot work loose. Most of the Socket Braces furnished with Automobiles are very cheap in construction and have malleable sockets instead of steel sockets.

The nuts on the rim are usually rusty and the pressure on a malleable socket will often cause the socket to break. This is very uncomfortable to a motorist on a country road.

The socket is furnished in two finishes—nickel-plated with walnut handles, and polished with hardwood handles, each in four sizes for the nuts on various makes of rims. Full particulars are given in the new catalog which shows the extensive line of V & B tools. Copies of this catalog will be sent upon request, by the Vaughan and Bushnell Manufacturing Company, 2114 Carroll Avenue, Chicago.



Say "Same as last."

Miss Typist can order
ROYAL WASTE

as well as you, once you've chosen
your favorite of these

Twelve Standard Grades

WHITE

Baron
Count
Czar
Duke
Earl
Emperor

COLORED

*A Grade
for Every Need
of Service or
Price*
King
Marquis
Mikado
Prince
Rajah
Sultan



Ask the men who use it how much it means to get a waste that's

STANDARDIZED and GUARANTEED
for

Uniform Quality—"Tare" (Wrappings) 6%—Even Weight—as ordered

Ask your jobber or write for Royal Sampling
Catalogue; ask for samples of Royal Wool Waste

ROYAL MANUFACTURING Co

GENERAL SALES OFFICES AND PLANT

New York Office—2 Rector St.
St. Louis Office—Pontiac Bldg.

RAHWAY, N. J.

Chicago Office—People's Gas Bldg.

Pittsburg Office—Oliver Bldg

San Francisco Office—Wells Fargo Bldg

LOOK FOR THE BRAND ON EACH STEEL BAND



ON A WORLD EXTENSION TRIP

L. C. M. Reed, sales and advertising manager of the Channell Chemical Co., of Chicago, and who is likewise a director of the company, sailed early in October in the hope of building up a still larger trade on their products in the Orient, Australasia and South Africa, where he will spend two or three years.

He is also undertaking the trade development in those countries of a few other lines not of their own manufacture. Mr. Reed takes a prominent part in all work pertaining to the development of trade for a number of manufacturers, and his ability is well known.

A NEW TOOL COMPANY

Announcement is made of the formation of a new company for the manufacture of hand and drop forged tools, to be known as The Fairmount Tool & Forging Company, 10585-10611 Quincy Avenue, Cleveland, Ohio.

The officers of the company are J. Wentworth Smith, President; B. G. Gilmore, Vice-President and Sales Manager; Chas. W. Yarham, Secretary and Treasurer.

Those named with Mr. H. O. Gibson and A. L. Homans comprise the Board of Directors.

The management of the company has been associated with the tool-manufacturing business for the last ten years, particularly relating to the tool equipment supplied by the Automobile Manufacturers with their car.

Factory space containing 16,000 feet of floor space with ample opportunity and capital for expansion with the growth of business, and as they are located on the Belt Line connecting with all railroads entering Cleveland, the transportation facilities are well provided for.

This branch of industry is particularly important at this time because of Government requirements and the prospects for the latest entry in this field are particularly promising.

SELLING ACCESSORIES MOST SATISFACTORY

Charles Ifeld Co., Las Vegas, New Mexico, tells us while they have only been handling auto accessories and spark plugs for the last eighteen months, the results have been most satisfactory.

THE RIGHT OF WAY

By Edgar A. Guest, in Milestones.

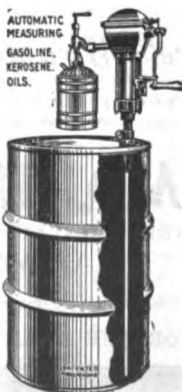
I've ceased to ride with Ezra Green,
Who drives a fine, high-powered machine;
I'd rather walk for miles in dust,
Than let him hold my life in trust.
On hot and sticky days, by far
I'd rather take a trolley car
Than risk the dangers of the street
On Ezra's richly cushioned seat.
For Ezra is the sort of jay
That boasts about his right of way.

Bound north or south, he gives her gas,
And will not let a stranger pass;
At crossings never once he slows
But madly on the road he goes,
And when I mention caution, he
Then scornfully looks back at me
And this is all I hear him say:
"Don't fret, I've got the right of way;
The other chap must careful be,
It's up to him to stop for me."

It's hard to sit in comfort cool
Beside a driver who's a fool;
Although I have a worthless neck,
I would not risk it in a wreck,
Nor would my precious blood I draw
By folly countenanced by law.
It would not help me when I am dead
And my poor soul above has fled,
To have the judge and jury say:
"Deceased possessed the right of way."

So now when reckless Ezra Green
Invites me into his machine,
Politely some excuse I give
And spurn his ride that I may live.
I fear too much, when I am out,
The right of way he boasts about;
This thought is always at the top:
Some day the other chap won't stop.
And graveyards choke with men today
Who trusted to their right of way.

GROETKEN AUTOMATIC MEASURING PUMP



Attention is directed to the announcement of the Groetken Pump Co., whose automatic measuring barrel pump will fit any shipping barrel.

This is a self measuring outfit at a small cost for kerosene, gasoline or oil, and is a big saving for every merchant. There is no transferring required, no funnels or measures, no spilling. Correct measurements are guaranteed.

There are thousands in use and the Groetken Pump Co. sell their outfits on the basis of satisfaction guaranteed or money refunded. Full information may be obtained by addressing them at Aurora, Ill., mentioning this publication.

"HEXALL" SOCKET WRENCHES

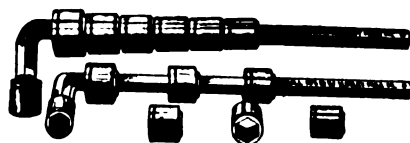
ARE MADE AND GUARANTEED ON A STRICTLY
QUALITY BASIS

**BREAK ANY SEDGLEY WRENCH
AND WE REPAIR IT—NO CHARGE**

LET US TELL YOU ABOUT HEXALLS AND OUR
OTHER QUICK SELLERS
SEND FOR CATALOGUE TODAY.

R. F. SEDGLEY

2311-13 N. 16th ST., PHILADELPHIA, PA.

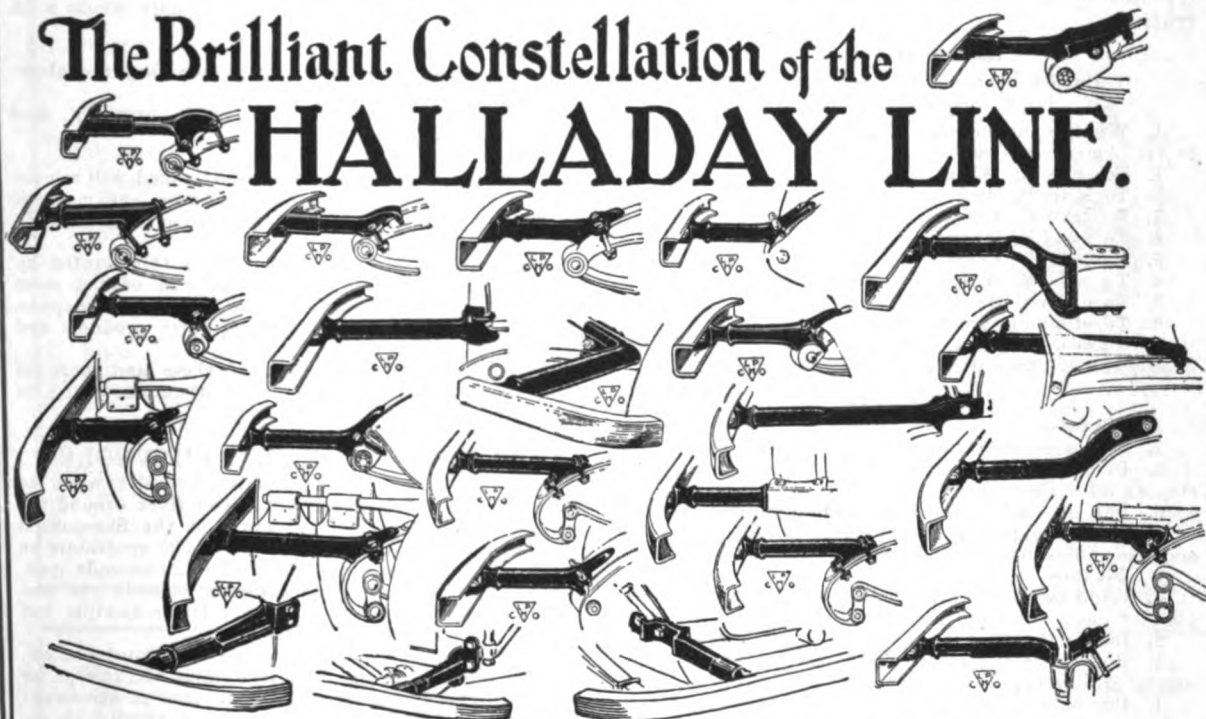


Hexall Socket Wrench No. 5



Hexall Ratchet Wrench No. 2

The Brilliant Constellation of the HALLADAY LINE.



Mr. Dealer: In this galaxy of stars of the Bumper firmament you will find a bumper to fit every car on the road.

If you carry this line you can control the bumper business in your territory.

Write us or the nearest distributor today for full details of the most profitable accessory in the automobile field.

L. P. HALLADAY & COMPANY, Streator, Illinois

DISTRIBUTORS

Asch & Co., 16-24 W. 61st St., New York City.

Gray-Heath Co., 1440 Michigan Ave, Chicago, Illinois.

E. L. Thompson Co., 817 Boylston St., Boston, Mass.

Sanford Brothers, Chattanooga, Tenn., Southern Distributors.

Hughson & Merton, Inc., San Francisco, Los Angeles, Portland and Seattle, Pacific Coast Distributors.

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

THE FOOD ADMINISTRATION SEEKS TO VISUALIZE ITS MESSAGE IN WINDOW DISPLAYS

Every man, woman and child in the country must be brought to understand what food saving really is, and how they can help win the war by cooperating. Many have jumped to the conclusion that food saving means thrift, or that they must eat less than they need. As a matter of fact, they should eat just as much as they need, only substituting other foods for the staples that we must send to our Allies. Substitution may mean thrift, but that is not its main end. To show people what food saving really means and how to carry it out, a direct appeal to the eye is necessary, and to this end window displays in the retail stores of the country are to be used as one of the most effective mediums.

For the guidance of merchants and display managers who wish either to "do their bit" by dressing windows, the following outline of policy has been furnished by the Food Administration:

Outline of Policy.

United States Food Administration,
Food Conservation Section.

1. What is the message of the Food Administration to the American People?

1. To save A, Wheat.
2. To save B, Meat.
3. To save C, Fats.
4. To save D, Sugar.
5. To save E, Fuel.
6. To save F, Milk.
7. To use G, Perishables.
8. To eliminate waste.

How are we to get this message over? "Eat plenty, wisely and without waste."

Use Less of

A. Wheat—

1. Eat less wheat bread.
2. Don't waste a single slice; make toast, puddings, etc., of all stale bread.
3. Put the loaf on the table and slice as needed.
4. Save one pound of flour per capita per week and the Allies will have bread.

B. Meat—

1. Eat less beef, mutton and pork; use any of this kind of meat not more than once a day.
2. Do not waste an ounce; utilize all leftovers.
3. Thus save the country's domestic animals—the supply is running short.
4. Use one ounce of meat less per person per day and the Allies will have meat.

C. Fats—

1. Use less butter in cooking; eat fewer fried foods.
2. Don't waste any butter, lard or drippings.

D. Sugar—

1. Eat less candy, drink fewer sweet drinks.
2. Omit frosting from your cakes.
3. Eat only three ounces, instead of four ounces a day, and the Allies will have sugar.

E. Fuel—

1. Burn less coal; turn out electric lights; turn down the heat in radiators on leaving rooms. To use less coal is to release more transportation for military purposes.

F. Milk—

1. Waste no milk. We must send condensed milk to our fighting Allies.

Use More of Substitutes for

A. Wheat—

1. In place of wheat, use more corn bread, oatmeal bread, rye bread, barley bread, and, in the South, eat cottonseed bread, thus saving wheat.

2. Eat oatmeal, barley and corn breakfast foods, corn and buckwheat cakes.

3. In place of one slice of bread, eat one extra potato a day.

B. Meat—

1. In place of meat, eat vegetables, salted and fresh fish, cheese, milk, eggs, poultry and game.

2. Eat peanuts, peanut butter, beans, dried peas, nuts.

C. Fats—

1. Use vegetable fats or oils in cooking.
2. Use the following animal fats: Suet, beef drippings, goose oil, chicken fats, pork fats from cooking.

3. Make your soaps for rough cleaning at home, since soaps contain fats.

D. Sugar—

1. Can your fruit juices; turn into jellies as needed.
2. Use honey, molasses and dark syrups instead of sugar.

E. Fuel—

1. Use fireless cookers; use wood, oil and gas in place of coal wherever you can.

F. Milk—

1. Turn all left-over milk into cottage cheese or use in cooking. Use less cream and more whole milk and cheese.

Also—

1. Use more fruits and vegetables; they are abundant.

2. Store potatoes and other roots properly, and they will keep.

3. Dry fruits and vegetables.

To use more of the things recommended will release more of the things needed by the Allies, and make it possible to meet our duty as a Nation and as individuals.

Our problem is to feed the Allies this winter by sending them as much food as we can of the most concentrated nutritive value in the least shipping space. These foods are wheat, beef, pork, dairy products and sugar.

Our solution is to eat less of these and more of other foods of which we have an abundance, and to waste less of all foods.

HOW DIXON'S HELPED CHEVROLET

A hot pace was set by Louis Chevrolet when he drove his Dixon-lubricated Frontenac flyer around the hundred-mile Harkness Cup course at the Sheepshead Bay Track, on Sept. 23rd. Before 40,000 spectators he sped over the course in 54 minutes and 20 seconds, making the distance in 2 minutes and 30 seconds less than the dare-devil Dario Resta, another Dixon-disciple, had previously covered this distance.

The famous French upholder of the Frontenac colors took the lead in the first five miles and except for a short interval, was never headed. One of the things which helped him win the race was, naturally his immunity from trouble. Old Man Friction always has a front seat at the big speed tournaments and is one of the most troublesome jinxes that must be headed off by the driver who would be successful. Not only must the winner in such close competition have great skill as a driver, but he must also be far-sighted enough to be prepared to discount trouble. It was farsightedness more than fortune that helped Chevrolet win out for he had been far-sighted enough to choose the lubricants he knew he could depend on—Dixon's Graphite Automobile Lubricants.

His past experience and the record of scores of other noted racing drivers were recommendation enough to Chevrolet. So it should be to every driver—professionals, pleasure drivers, or those who use motorcars as a business aid.

Romort Automatic Air Valves

THE SERVICE STATION'S FRIEND

Style A



List Price
\$3.00

This Valve is a guaranteed device and has no equal for free air stations. Will withstand any rough or hard usage and abuse. Recommended for any free air station or air storage plant, repair shop or any station that is subjected to hard, rough usage. Air is released only when the Valve is pressed on to the tire and when disconnected is thrown down absolutely air-tight; the operator cannot waste your air. Will fit any size tubing, and comes equipped with the famous Romort Pump Connection Rubber.

Style B



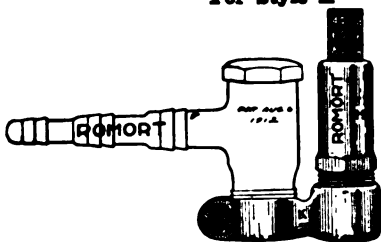
List Price
\$1.00

The Style B Automatic Air Valve is recommended to free-air stations requiring a small and inexpensive air device. Stem is made to fit any size tubing, and is automatic in opening and closing, and guaranteed to be positively air-tight. We strongly recommend this Valve for use of private or public garages, vulcanizers, tire repair shops, etc. Every Valve leaves the factory equipped with the Romort Pump Connection Rubber.

Romort Tire Tester Attachment

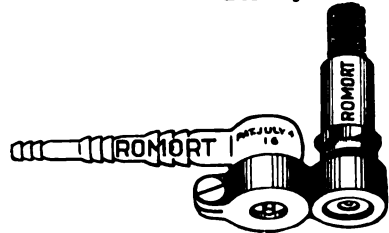
A GARAGE NECESSITY

For Style A



List Price, \$1.50

For Style B



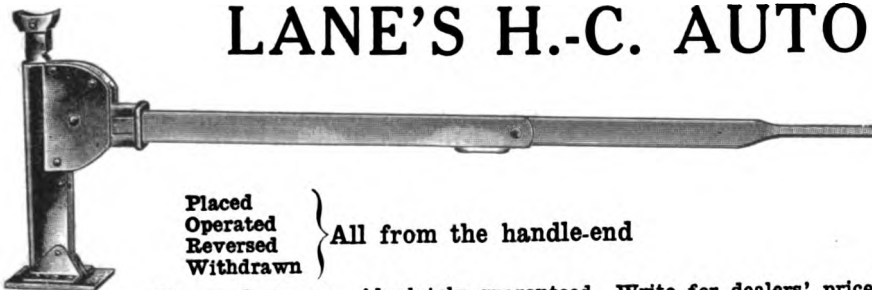
The Romort Tire Tester Attachment is a device for attaching your gauge to either Style A or Style B Air Valves, and gives the service station a permanent holder for its gauge, ready for instant use by the public. Simply screw your gauge into the holder and you have a tire tester and tire inflator combined in one, and the old trouble of losing gauge is forever over. We sell only the holder attachment. Every garage with free air should be equipped with the Romort Tire Tester Attachment.

Caution—When ordering, state whether for Style A or Style B Valve.

FOR SALE BY ALL JOBBERS

ROMORT MANUFACTURING CO.
SEATTLE — CHICAGO

LANE'S H.-C. AUTO JACK



Is placed on handle
and pushed under
car

Placed
Operated
Reversed
Withdrawn

} All from the handle-end

Folds in middle for
stowing away.

Thousands in use. Absolutely guaranteed. Write for dealers' prices

LANE BROS CO.

POUGHKEPSIE, NEW YORK

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.



FORMING MILLION DOLLAR CORPORATION

F. J. Kelley, manager of Common Sense Mfg. Co., and inventor of Common Sense Luster Restorer, is arranging with eastern financiers to form a million dollar corporation to increase the output of their product, and to form distributing agencies throughout the country.

Mention was made in a recent issue of the **HARDWARE WORLD** of some facts relative to Mr. Kelley's early career, and of the years he spent in inventing and manufacturing a product, with which he has had marked success, and which is now being distributed by a number of jobbers throughout the country.

The plans under contemplation provide for branches to be established in numerous cities throughout the country. It is planned to manufacture the product on a large scale, and to conduct a large advertising campaign with a view of bringing it before every automobile owner in the country.

This will naturally cause an increasing demand for their product on merchants and jobbers.

Mr. Kelley claims this is the only luster restorer which is without oil, grease, wax or acid, and it was only after years of scientific experiment that he was able to compound a formula that would give him the results which have long been sought.

Merchants and jobbers who have become interested in the proposition realize there will be a constantly increasing demand for the Com-Sen Co.

Full information can be had by addressing the manufacturers as mentioned in their announcement in this issue.

WHAT ARE YOU DOING TO GET NEW CUSTOMERS

Holding old customers is well enough. In fact, the old customers should not be neglected under any circumstances. Perhaps they came to you, and have stayed by you when your business was much smaller than it is now, and by all means don't overlook anything that will hold their trade, and that will let them know you appreciate their patronage, but at the same time, unless the buying capacity of old customers materially increases, you can not in-

crease the volume of your business unless you get new ones.

New customers, new trade, generally comes to those who make some effort to get it, those who let it be known that they want it. Try for it as you may, you will lose a few old customers, and if you make no effort to get new ones, your business will be on the down grade, going backwards.

Customers you now have will not always be with you. Some of them move out of the community, some will die, and competitors will get some of them.

Now every live merchant must get new customers. There are innumerable ways of finding out people who move into your community. At the same time some of your old customers are needing the goods you carry and don't know you have them in stock.

This applies particularly to automobile accessories and supplies. You can make arrangements with the proper officer who issues the new licenses in your city or state, and aside from advertising in your local paper, the circularizing and the personal work by letter, as well as personal calls are most valuable.

TAKING THE AVERAGE MAN'S WORD

The new spirit in business has led to a wonderful faith between merchant and consumer. Each is learning to trust and to deal honestly with the other.

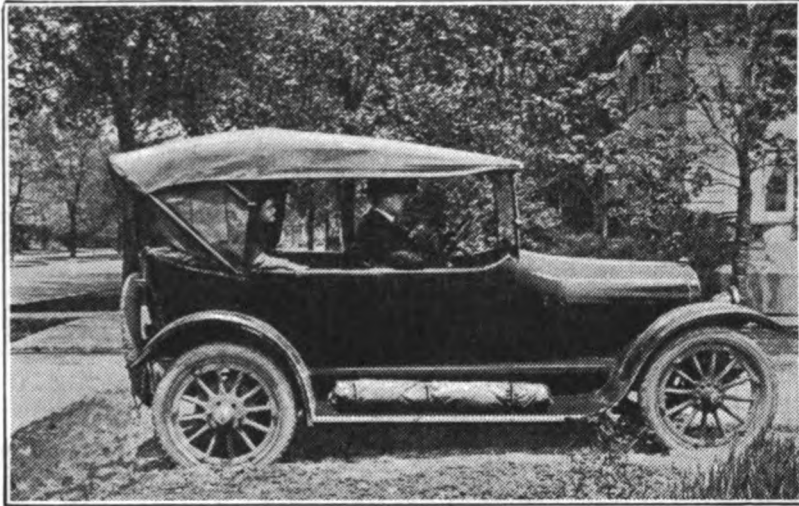
A Chicago dealer in automobile tires, handling an enormous volume of business from Florida to Alaska, has the greatest faith in his fellowman, and finds his faith justified by long experience. This dealer, speaking at St. Louis, said in part:

"The tires are sent out from one of our houses at New York, Chicago, Kansas City, Fort Worth or Portland. They may be used on desert, or in the mountains, or in a mining country, Alaska or Florida—it makes no difference—we have no right to ask a customer the nature of the country where he is using his tires. If the tires do not give him the service we guarantee him, all he does is to pack them up, express them back to us and tell us to make a satisfactory adjustment. He tells us how many miles they run and his opinion we have to accept. Of course, if a man should deliberately, consistently endeavor to make unfair claims, he would very soon be found out and would simply be requested not to send us any more orders; but those are extremely rare instances."

It was not the rule, but the exception, twenty years ago that an article such as an automobile tire could be sold on a guarantee and put in the hands of a customer perhaps thousands of miles away, and then let him decide whether he had had proper service out of it. It is almost a revolution in modern business.

The TENT-O-BED

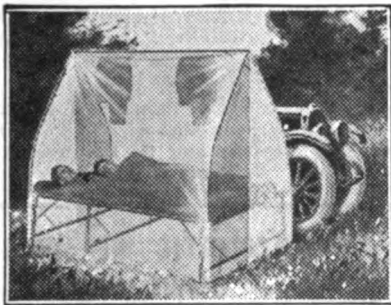
TRADE MARK



Cut No. 1—Showing Tent-O-Bed Rolled Up in Dust and Water Proof Wrapper.
On Running Board.

The Tent-O-Bed is a tent and a bed complete in itself, for automobile tourists, campers, or for any purpose where it is necessary or desirable to sleep out of doors. No stakes, ropes, or poles are required; positively mosquito and insect proof; absolutely water and mildew proof.

Can be erected in five minutes anywhere and needs no other support. Folds up so compactly that two may easily be placed on the running-board of any automobile; is conveniently carried in a canoe. It is self-contained in every particular and as comfortable as any bed made.



Tent-O-Bed.

Showing general construction.

Special tension regulating device takes up any stretch of material in the bed caused from use and absolutely prevents occupants from rolling together.

Send for catalogue and full particulars.

The Tritch Hardware Co.

Distributors for Rocky Mountain District

Denver, Colorado

BENEFITS OF MILITARY TRAINING

By Frank G. Logan.

I am glad to see that the subject of universal military training is being discussed throughout the land. If the government has the foresight to take up systematically as a permanent policy the training of young men to the point where they can quickly become effective defenders of the country, it will be not only the proper thing, but the best insurance for our future safety.

Writers and speakers upon this subject do not, in my opinion, give sufficient emphasis to the benefit the young man will receive from this training. To my mind this is quite as important, if indeed it is not the major reason, for such training. If one needs an ocular demonstration of what military training does for young men, let him note the fine physique of the boys in khaki upon the streets today, and compare them with the other boys, or note the change that has taken place in the few months of rigorous discipline on the Mexican border. A young man taking this training will have not alone a fine physique, better poise, larger lung power, a capacity to endure greater physical exertion without exhaustion, be better able to throw off disease, but it will clarify his thinking—it will make him more alert, quick to decide, prompt to act, he will be a better employe, will be able to earn more money, he will be better able to direct and supervise men, and will add in a hundred ways to his mental, moral and physical equipment.

Thousands of parents are sending their boys to military schools; they have been doing so for years, notwithstanding it is expensive, and tens of thousands more parents would be glad to do this if they could afford it. The purpose was not training for war—no one thought of that, but training for better life work. Six months or a year in a federal training camp will do more to make a boy strong, healthy, manly and a good citizen than any other time or money that could be expended. The bringing together of boys from all walks of life and all parts of the country and establishing the democracy of the "dog tent" will break up the lines of cleavage that are appearing in our civil life and help to make democracy a reality instead of a sentiment.

Let us hope that one of the things we learn in the great crisis before us is the value of trained men, and that we will have the judgment and foresight to make such training a permanent policy of the government. It will do more to regenerate manhood than any other single agency. If there was no such thing as war, the rigid discipline and the splendid training and development acquired would more than justify the cost. The greatest asset of our country is its citizenship and the government has a duty in the premises. Every citizen should

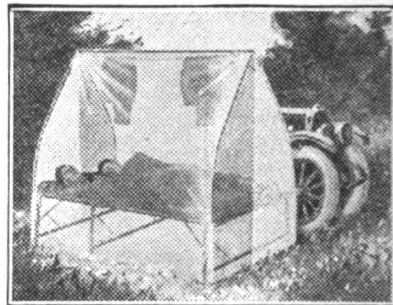
insist that Congress immediately, upon reassembling in December, make a permanent provision for the training of young men between eighteen and twenty years of age along the lines worked out in the Chamberlain bill, and if the people throughout the country would take hold of the matter and insist upon it, such a law could be quickly put upon the statute books.

EVERY MERCHANT CAN SELL THEM

Every automobile tourist and every camper has use for a convenient tent, and when that tent combines a complete bed, it makes it all the more appealing.

The Tritch Hardware Co., of Denver, Col., are the manufacturers of a tent -- o -- bed, which can be erected in five minutes anywhere and needs no additional support. It folds up so completely that two of them may easily be placed on the running board of any automobile. It is self contained, and complete in every particular. It does not need any stakes, ropes or poles. It is mosquito and insect proof, and is water and mildew tight.

The Tritch Hardware Co. will be pleased to give full information to any of our readers upon request.



Tent - O - Bed,
Showing general construction.

VERY SATISFACTORY

As to our experience with automobile accessories and spark plugs, while we have only entered this business on a small basis, we have found it very profitable and it is increasing very satisfactorily.

GRAY & DUDLEY HARDWARE CO.,
C. B. Hamilton, Purchasing Agent,
Auto Accessory Dept.

The Big Sandy Hardware Co., Paintsville, Kentucky, has been incorporated with an authorized capital stock of \$30,000 by C. C. Preston and G. H. Preston and J. Kurells.

AUTOMATIC MEASURING BARREL PUMP

Will fit any shipping barrel; a self-measuring outfit at a small cost for Kerosene, Gasoline, or Oils; a big saving; no transferring, no funnels or measures required; no spilling; correct measurements; hose can be used if wanted; thousands are in use. Satisfaction guaranteed or money refunded.

Groetken Pump Company
171 Middle Ave., Aurora, Ill.

Here's Profit You Never Had Before
Cash in on the Demand We are
Creating for
KOR-KER Tire Treatment

It's a Time Tested Proven Success

Kor-Ker seals punctures instantly, and permanently. It ferrets out and stops slow leaks. Kor-Ker prevents under inflation—you dealers know what that means to the life of a tire. Kor-Ker is a preservative of rubber. We guarantee it will not injure tires, but on the contrary give them longer life. Motorists have tried Kor-Ker out and found it's made good under the most severe tests.

We have distributors in U. S., Canada, England, France, Russia, Norway, Sweden, Holland, Spain, Portugal, India, Egypt, S. Africa, S. America, Australia, New Zealand, Java, Philippines and Trinidad.

**[We are advertising KOR-KER for you in
25 leading magazines]**

There's a big, liberal profit in it for you. But first make us prove to your own satisfaction that we've got the goods. Then let us tell you what other dealers are doing with Kor-Ker. *We invite the most thorough investigation.*

ALCEMO MFG. COMPANY, 101 Bridge St., Newark, N. J.

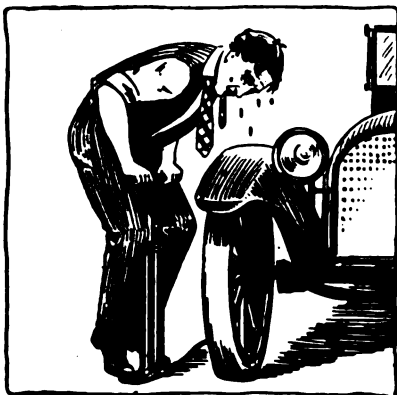
ALCEMO MFG. CO.
101 Bridge St., Newark, N. J.

Please mail me your book
and your dealer
proposition.



KOR-KER Tire Treatment

Driving Nail into Tire Treated with Kor-Ker Tire Treatment. This is the strongest proof anyone can ask and will convince the most skeptical.



THE OLD WAY
Both Man and Car are Tired



THE ROSE WAY
Nobody Tired But the Car

**A Back Breaking Job for a Strong
Man is Child's Play**

With a

Rose Tire Pump

"It's the Patent Valve"

**ON THE MARKET THREE YEARS AND NOW
THE BIGGEST SELLER IN ITS LINE.**

For Sale by Most Jobbers

TO SHOW YOU we will send you a sample Rose Pump direct from the factory at the regular dealer's price, transportation charges prepaid, providing you will send us the name of your jobber.

LIST PRICE \$3.00

J. H. Haney & Co., Hastings, Neb.
MANUFACTURERS

*Rose Tire Pumps, Rose Grease Guns, Rose Fan Belts, and All
Automobile Leather Accessories*



DON'T EXPERIMENT
START YOUR CAR OFF RIGHT
THEN STAY RIGHT

MONAMOBILE OIL

Will be a revelation to you in
Smooth, steady action of motor
Gain in power
Freedom from carbon

Motor B Tractor Oil
Monarch Axle Grease
Monamobile Transmission Grease
Gold Medal Cup Grease

MONAMOBILE OIL CO.

San Francisco :: Los Angeles

Distributed in the Northwest by
WHITON HARDWARE CO., Seattle
J. E. HASELTINE & CO., Portland

Our 15-gallon drum is just the thing for your
private garage

THE RIGHT WAY

to build up your accessory business is to sell your customers supplies that give the best service—tires, "gas," oils or lubricants.

DIXON'S GRAPHITE Automobile LUBRICANTS

are the ones that give 100% service and are ever dependable. They will help you build a better business.

Write to us for Dixon's Dealer's Deal No. 230-G.

Made in Jersey City, N. J., by the
Joseph Dixon Crucible Co.

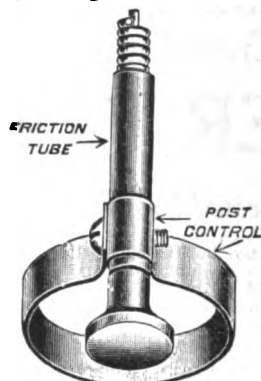


Established 1827



DASH AND POST CONTROLS

For moving carburetor chokers, gasoline needles, air valves, etc. These adjusters are made in three different types. One is for the steering post, where the operating end runs through the side of a band that encircles the steering post and is clamped to it tightly by means of a screw.



With the dash control, the operating ends are attached to the dash by means of screws or the plate which holds this operating end is held to the dash by a retaining nut on the other side. The plate in that instance is brought hard up to the dash by a nut screwed up on a threaded piece run through to the other side of the dash.

These controls enable the driver to make or change adjustments without

moving from the seat—a very necessary feature, for instance, when starting out cold mornings before the engine has had a chance to warm up; or to make the carburetor an easy starting device, or to change the adjustment on the road when the motor does warm up and the mixture gets too rich, etc.

The flexible coiled wire is used as a case or holder or director of the adjusting wire which is run through the inside of this coil.

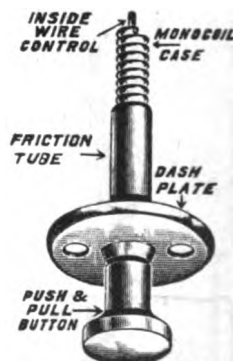
To install the dash control means only the boring of a small hole through the automobile dash and setting the control in place by screws or the retaining nut. Clamping the band about the post is enough for the post control.

The adjusted section at the other end of the coil is worked by pushing or pulling the button at the dash part to which the inside control wire is securely fastened.

The pushed or pulled wire stays where put, being held in place by friction. The tube type affords the most friction so that if the adjusted section has a spring to bring it back then it needs a strong friction against the tendency to fly back and it is best to use this style. The inner wire in the tube is bent into a broad "U" shape inside of the tube and this working against the wall—the adjustment wire working against the coil—holds in place.

The Breeze Post and Dash Controls are the simplest in action and the lowest in price on the market. There is nothing that might get out of order. Every delicate part has been eliminated. The finish is polished nickel and looks the high quality that it is.

Quotations are gladly given on special quantities or assemblies. The standard assembly in each case has a 5-foot coil from the button to the end of the adjuster, the button is $\frac{3}{4}$ -inch across the face and the stamped plate is $1\frac{1}{8}$ inches in diameter. If the Post Control be ordered, give the diameter of the post so that the proper size of that can be sent.

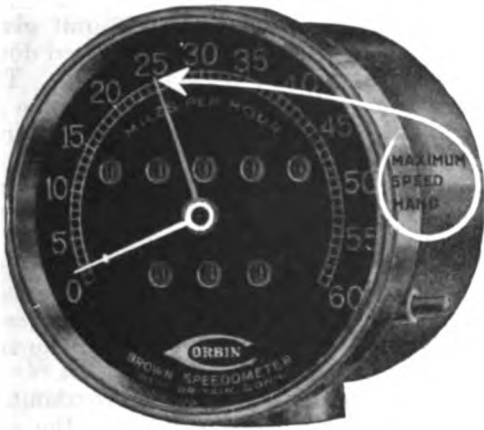


MAKE YOUR CAR RIDE EASIER

Knowlson's Spring Leaf Spreader
Adjustable to any size auto spring—100% easier riding, and squeaking stopped. Also a good repair clamp.
\$1.50, all dealers, or sent prepaid.

SPRING LEAF LUBRICATOR CO.
1008 Forest Ave. Ann Arbor, Mich.





An Essential Part of Your Machine Equipment—the

CORBIN-BROWN SPEEDOMETER

The functions of a speedometer are to show you just how fast you are going and how far you have gone.

If it does these things and does them accurately, it is a valuable investment; if not, it is worthless.

But speedometers have many influences to contend with—heat, cold, altitudes and electrical disturbances and equipment.

By many speedometers this contest is not waged successfully.

This is not the case with the Corbin-Brown Speedometer. It is totally immune to the inaccuracies caused by the above mentioned influences. This is due to its centrifugal principle, which science has conclusively proved to be correct.

At all times and under all conditions the record of this instrument is correct. Therefore the wisest and most satisfactory thing to do is to equip your machine with it.

*Investigate it today
Catalog on request*

The Corbin Screw Corporation

The American Hardware Corporation, Successor

NEW BRITAIN, CONN.

Branches: New York, Chicago, Philadelphia

*Makers of
Corbin Duplex Coaster Brakes for Bicycles*

Protect your motor from the dangers of overheating by insuring perfect lubrication. This can be effected only with a high grade oil like

Tiolene

"The Motor Oil That's Clean"

It not only increases the life of your motor, but gives it that velvet smooth purr and quick "pick-up."

You can buy Tiolene in steel drums and save money. More important, however, is your assurance that you are using a uniform grade of the finest motor oil.

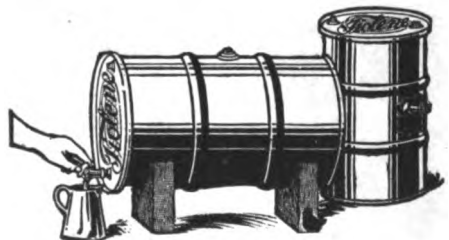
Write for particulars to

Tiona Oil Company
Binghamton, N. Y.

OR

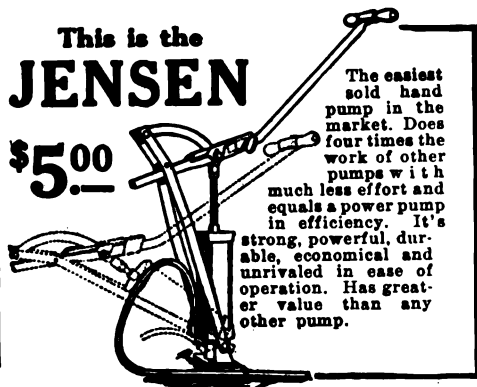
**Union Hardware & Metal
Company**
Los Angeles, California

*Distributors for Tiolene in Southern
California, Nevada and
Arizona*



This is the JENSEN

\$5.00



The easiest sold hand pump in the market. Does four times the work of other pumps with much less effort and equals a power pump in efficiency. It's strong, powerful, durable, economical and unrivaled in ease of operation. Has greater value than any other pump.

Dealers everywhere find it easy to sell. Get our very liberal discounts.
THE W. H. HOWELL CO., Geneva, Illinois.

20th Century Farm Horse

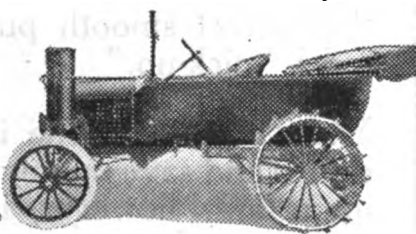
Does the Work of Four Good Horses on Any Farm

\$150.00

Furnished with
Special Auxiliary
Cooling System.

FITS ANY FORD

Write for Literature



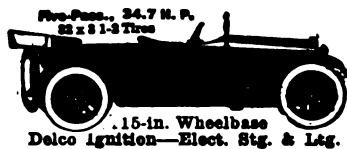
LIBERAL DEALERS' PROPOSITION

**FARM TRACTOR CO., 126-200 Doty Street
FOND-DU-LAC, WIS.**

Driver Agents Wanted

Drive and demonstrate the Bush Car. Pay for it out of your commissions on sales, my agents are making money. Shipments are prompt. Bush Cars guaranteed or money back. Write at once for my 48-page catalog and all particulars. 1918 Models now ready.

Address J. H. BUSH, Pres., Dept. 1008,
BUSH MOTOR COMPANY, Bush Temple, Chicago, Ill.



**HERE'S
THE
CAR**

15-in. Wheelbase
Delco Ignition—Elect. Stg. & Lg.

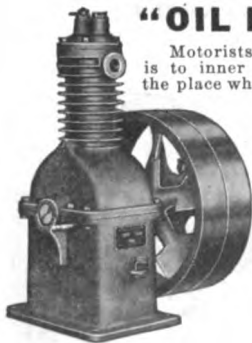
"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill their tires with

CURTIS AIR—FREE FROM OIL

Five different sizes of compressor. 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pneu. Mch. Co.
1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.



HARD FACTS FOR HARDWARE MEN

Any one attending a Hardware Convention could see that the executives had quit giving imitations of "St. Thomas," had stopped doubting and were ready for campaigning. They could see snug profits; substantial volume and a permanent and satisfactory increase, writes F. R. Goodell.

If you were there, you learned that tire sales today are over a quarter of a billion dollars—and the rate of growth so rapid it is unparalleled in the history of American commerce. One family in five, are on wheels right now and the other four are placing mortgages on the old farm—to Live and Fliv, mean the same thing in these prosperous times.

Ever stop to think that tires are about the biggest single item of auto expense, the average yearly expenditure being well over \$100,000.

People buy cars to use, and tires to wear out, which they do, with the regularity of clock work and are promptly replaced with new ones. Mr. Car Owner figures one car on the road is worth two in the garage, and governs himself accordingly. This, then, is the kind of a huckleberry the tire business has become.

It's a tolerable big hill of potatoes now—but it will be a towering mountain in the future. Who is going to own it? The big jobber has been very conservative about participating in auto accessories up to now—has lost some valuable time—but today finds him ready to act. He figures on being the logical inheritor of the great bulk of the business. His capital, distribution and business ability have given him the edge over his competitor, and he is prepared to make the most of his resources.

CORBIN'S NEW CATALOG

The Corbin Screw Corporation of New Britain, Conn., manufacturers of Corbin Coaster Brakes, Corbin-Brown Speedometers as well as Corbin Automatic Screw Machine Products has recently issued a handsomely illustrated, carefully compiled catalog covering their full line of Screw Products. Because of the technical data it contains, the great variety of products it illustrates together with other valuable information, this neatly and durably bound catalog should prove of great convenience to those who have occasion either to use or sell Automatic Screw Machine Products or Screw Products of any variety.

"PERFECTION" PEDAL PADS

FOR EVERY MAKE OF CAR

Clamped on in less than one minute. No bolts or drilling of holes in pedal necessary. Send for free printed matter.

AUTO PEDAL PAD CO., INC.
794-D Seventh Avenue, New York



Patented
Dec. 21, 1915



**JUST THE SOCKET
WRENCHES THAT SELL
JUST THE WAY TO SELL THEM**

No. 300 includes an assortment. Quantities and sizes are determined by exact demand, and the Chest is offered **FREE** with the assurance that Solves Your Wrench Problems. Write—Ask for Catalog No. 183-D.

FRANK MOSSBERG CO.

ATTLEBORO, MASS., U. S. A.

HASTINGS & ANDERSON CO., Chicago, Ill.

EWING-LEWIS CO., San Francisco, Cal.

EWING-LEWIS CO., Los Angeles, Cal.

D. L. HERMAN, Seattle, Wash.

F. W. LYNN, Dallas, Texas.

W. W. GRANDALL CO., Nashville, Tenn.

AUTOMOBILE ACCESSORIES



If you handle Auto Accessories, Motorcycle and Bicycle Supplies and Bicycles, why not get in touch with a Wholesale House that handles this line exclusively and place yourself in a position to serve your customers with anything they could possibly require in this line. You should have our catalog as a reference. Write for it. It will mean big business to you. Our motto—"If it's kin to an auto it's related to us."

MOTOR CAR SUPPLY CO.

1451-53-55 Michigan Ave.,
Chicago

YOUR TRADE WANTS



The Highest Grade Coil
File Made

IT'S A TOOL

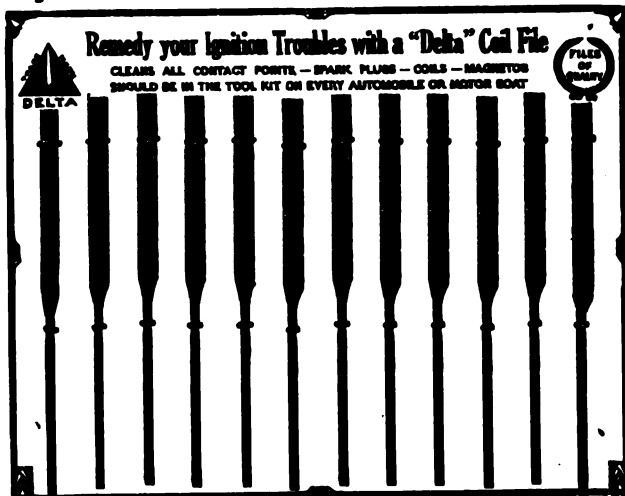


Will Please Your Customers

Needs Only to be
Displayed to Make
Sale

REMEDY Your IGNITION TROUBLES with a

DELTA COIL FILE



**Cleans All Contact Points, Spark
Plugs, Coils, Magnetos**

*Should be in the Tool
Kit on Every Auto-
mobile or Motor Boat*

High Grade Files for Every Purpose



DELTA FILE WORKS

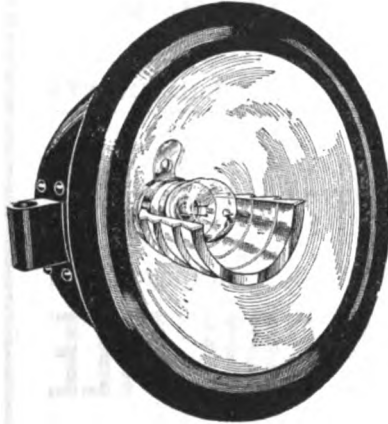
PHILADELPHIA, PA., U. S. A.



EVERY OWNER NEEDS A PAIR

The Crew Levick Co., Philadelphia, Penn., have placed on the market a fractor, which concentrates and is the scientific solution of the automobile headlight problem.

Fractors, instead of dimming the light, simply take those rays which otherwise would go upward and adds them to those that constantly go straight out on the road, thus the dangerous glare is removed.



Further they claim not only do Fractors eliminate the glare above the height required by law, but they concentrate that light, which is wasteful and unlawful, so that it projects where it is needed, hence one gets more light with Fractors than without them.

Fractors are not lenses as

head-lamp lenses are considered, and it is not necessary to disturb the present lens or front glass. They do not go in front of the bulb, but slip in back of it. They are made of clear, transparent glass and allow the light to pass through, therefore the light is not absorbed or obstructed in any way, the rays are simply bent and multiplied.

Fractors fit any size head-lamp, and only take a moment to install. They are inconspicuous, are made in but one size which fits any head-lamp. Anyone can install them and properly focus them.

All they ask is a demonstration of any automobile owner. There is a constantly increasing demand for these Fractors, and dealers and jobbers will make no mistake in stocking them.

Their products are sold by the leading jobbing houses throughout the country, and for the convenience of their trade they have established a Pacific Coast office at 154 Second Street, San Francisco.

CENTURY TIRE DISTRIBUTORS FOR THE NORTHWEST

Arrangements have just been completed with R. M. Wade and Company of Portland, Oregon, to act as exclusive territorial distributors of Century Plainfield tires for the State of Oregon, Western Washington, Western Idaho and Montana. The R. M. Wade Company have a branch house in Spokane from which point are authorized Ford agents for the surrounding territory. They have also added an Automobile accessory department to their business and will handle a few important lines among which Century Plainfield Tires will be their leading line. The Wade Company is an old jobbing house and well established, having been in business in Portland for fifty-two years. Such houses as this and the Pacific Hardware and Steel Company speak well for the Century Plainfield Tire product.

Aldrich & Buchanan Co. have succeeded W. H. Enderly in the hardware business at Thermopolis, Wyo.

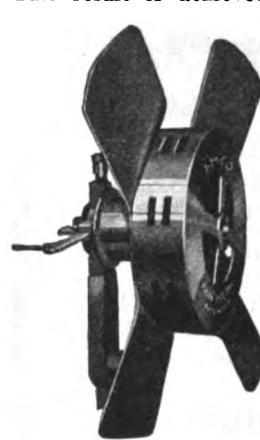
Hartsell Bros. are new merchants at Grey Bull, Wyo.

Otto Drumm has succeeded the Leonard Hardware Co. at North 27th and Proctor Streets, Tacoma, Wash.

A SIGNAL WITH TONE RANGE

Desirable as such a feature is acknowledged to be, there has never been an automobile warning signal with a range of tone, except the extremely high-priced musical instruments. A unique, new device, illustrated below, has now been put on the market to overcome certain drawbacks of other types of warning signals.

The Fanhorn, as this distinctive type of signal is known, is designed to emit tones whose volume and penetrativeness is in direct proportion to the car speed. This result is achieved by the simple expedient of



making the Fanhorn a part of the fan of the engine, in fact, the entire device is merely substituted for the present fan on any car, with no other alternations. It is claimed that the cooling efficiency of most cars is increased by the Fanhorn.

The tone of the Fanhorn is best described as a cross between a whistle and a whoop, with the acknowledged effectiveness of both—instant attention and rousing urge to action. The tone is pleasing as well as commanding—and as the pitch changes with the engine or car speed, maxi-

mum carrying power is obtained at highest speeds, the ideal arrangement. The position of this new type of signal at the extreme front of the engine compartment avoids obstructions to the sound.

The Fanhorn is, of course, impervious to wiring and battery troubles, worn contacts, weak diaphragms and kindred ailments. It is entirely different from the usual siren because the full volume of sound is instantly available without "working up" to it and no attention is required on the part of the driver, other than pushing a button. City drivers especially will realize the advantages of a Signal that cannot be operated in their absence from the car.

Pressure on the button automatically admits air into the apertures of the Fanhorn drum and also sets into motion an internal, revolving slotted disc which produces the compelling, extremely distinctive Fanhorn warning tone, which is imperative without being offensive.

The Art Metal Mfg. Company of Cleveland, makers of AMCO automobile specialties, manufacture the Fanhorn. It will be marketed through the dealers authorized to handle the "Amco" line of specialties in every city. The manufacturers guarantee the material and workmanship of the new signal for a full year, and stand back of the dealer on a broad money-back-if-not-satisfactory policy. The appropriate selling slogan of the Fanhorn will be "Sells On Sound."

Tash & Akers is the name of a new hardware firm who have purchased the shelf hardware interests of Vaughn & Sons at Heppner, Oregon, and will continue the business at the old location. Vaughn & Sons, however, will not retire from business, but will continue handling automobiles and accessories, farm implements and machinery. Mr. Tash until recently was manager of the Heppner Farmers' Union Warehouse.

J. W. Barkee has succeeded G. W. Wiley, Stapleton, Nebraska.

The White Hardware Company of New Plymouth, Idaho, will erect an addition to its store building.

G. W. Wiley, Stapleton, Nebraska, has sold his hardware store to J. W. Barbee.

WHITON HARDWARE CO.

DISTRIBUTORS



"The Beautiful"

MORE THAN ANY OTHER EQUIPMENT

Headlight Lens

ARE COMMANDING THE ATTENTION OF

Motordom

A NEW LENS

Has been perfected. It has been designed by the WORLD'S LEADING
ILLUMINATING EXPERTS

Faults common to most Lens ARE ABSENT

The night driving features ARE ALL THERE

8 to $8\frac{1}{4}$ Inches

\$2.00

$8\frac{3}{8}$ to $8\frac{3}{4}$ Inches

\$2.50

9 Inches and Over

\$3.00

WRITE FOR AGENTS' TERMS

SEATTLE

IT MIGHT BE YOUR CAR

The man who knows what it is to be relieved of his car when he left it standing in the street "just for a moment" will particularly appreciate that little tragedy, "What Happened to Brown's Car," issued in folder form by the Walker Ke-Les Lock Company of Chicago, manufacturers of the Walker Ke-Les Lock. The man, who so far has escaped the game of the auto-thief will get a tip or two from the story as to how to insure his good fortune.

In four brief scenes the car owner witnesses how a band of auto-thieves work in stealing and disposing of cars. Mr. James H. Cumming, sales manager of the Walker Ke-Les Lock Company, who has made quite a study of the auto-thief problem, states that the little sketch is more typical and true to life than the average car owner would suspect.

"There has been such a demand for the little story," says Mr. Cumming, "that we are issuing a more elaborate work on the subject of the auto-thief in his various species and modus operandi. The title of the new book will be 'The Port of Missing Cars.' This more general title will enable us to take up more fully the various reasons back of car stealing and the various ways by which the cars all come to 'The Port of Missing Cars.'"

In the present booklet the story, "What Happened to Brown's Car," occupies two pages of a total of six. The remaining four pages are devoted to description of the Walker Ke-Les Auto Lock. These pages explain how the Walker Ke-Les works on a simplified combination principle. No key of any kind is used. To lock his car the motorist simply gives the operating handle (mounted just below the combination knob) a half turn to the "OFF" position and ignition is instantly disconnected and the gasoline cut off. To unlock the car, the driver simply turns the combination knob to the three numbers combination he has set and all the igni-

tion is connected and the gasoline valve opened. The lock is capable of more than 87,000 changes in the combination. It can be installed on all cars, gasoline, electric and steam. An important feature of the lock is that it conforms with police and fire department requirements regarding cars standing in the streets.

WAYNE OIL CHANGES

J. B. Beall, for the past two years manager of factory sales for the Wayne Oil Tank & Pump Co. of Ft. Wayne, Indiana, has been assigned to the management of a new branch office located at Cleveland, Ohio. Mr. Beall has a wide acquaintance among the buyers of pump and tank equipment throughout the country.

J. D. Rauch, formerly treasurer of the American Steel Dredge Company of Ft. Wayne, Indiana, has been appointed manager of factory sales. Mr. Rauch is an experienced engineer, a designer and salesman of wide and successful experience. Both changes become effective September 1st.

Three additions have just been completed by the Wayne Company, doubling their present floor space. Four acres have but recently been purchased immediately west of the main office building. This will be used for an addition to the heavy metal tank shop.

The Truax Hardware Co. has been organized and incorporated at Hansford, Texas, with a capital stock of \$12,000. The company will deal in implements, hardware, etc.

Raabe & Manger, who are one of the most enterprising merchants in the southwest, report a very satisfactory business. Some of the largest buildings and homes in Albuquerque have been completely equipped by them in everything needed in the line of hardware, and household equipment. They report a most excellent outlook.

Carry Your Stock on Our Shelves

THE successful retail merchant today is constantly planning how to keep his investment in merchandise at the lowest possible point and still maintain a profitable volume and satisfactory turn-over. This problem exists in every business and is of the utmost importance in these times of high prices and fluctuating values.

The solution lies in purchasing goods in small quantities from the nearest home jobber who carries a complete stock and can fill orders promptly and give every day helpful service.

We carry the largest and most complete stock of Hardware and Auto Accessories between Chicago and San Francisco and thousands of successful merchants in this Inter-Mountain country are profiting by the service we are rendering.

Merchants who will let us CARRY THE STOCK ON OUR SHELVES, and send it to them as it is needed will keep their own investment at the lowest possible figure, and will be able to confidently face the future, knowing that they are well fortified to meet any emergency.

THE SALT LAKE HARDWARE CO.

Salt Lake City, Utah — Pocatello, Idaho

COTTON AN IMPORTANT FACTOR

Without cotton there would be no such thing as a pneumatic automobile tire, for cotton really forms its basis. The tire-builder makes up the "carcass" on a mold, by building layer upon layer of fabric, woven from the finest grades of cottons that can be grown. No other material has been found for tire construction, combining its strength and economy. So the production of tires is in a measure dependent upon the production of cotton.

The latest government crop estimates, announced two weeks ago, indicated a 1917 cotton yield for the whole country, of 60 per cent, which promises a total crop of about 12,000,000 bales—600,000 more than last year, but 4,000,000 less than three years ago. The highest announced estimate for any state was that covering Arizona, 87 per cent.

The Monarch Hardware Co., Pilot Rock, Oregon, has been sold by Casteel Bros. to Charles G. Bracher of Garver, Iowa, who has taken charge.

L. L. Brown, a former hardware merchant, has purchased the hardware business of Blowers & Matthews at Reedley, Cal., and has taken possession.

The Fitzhugh Hardware Co., Eugene, Oregon, have filed articles of incorporation with an authorized capital stock of \$25,000, the incorporators being John E. Fitzhugh, Minnie C. Fitzhugh and H. E. Slattery.

The Colusa Implement Co., Colusa, Cal., have leased a new building, which will give them the facilities for carrying an increased stock of machinery, tractors, harvesters and implements generally. Business with them has been good, and they report the outlook as quite excellent.

Russell F. Mead, manager of the Whitney Hardware Co., Albuquerque, New Mexico, recently visited his former home in West Virginia, as well as some of the manufacturers for whose products they are the distributors, but on account of being unusually busy he had to return to Albuquerque sooner than he intended.

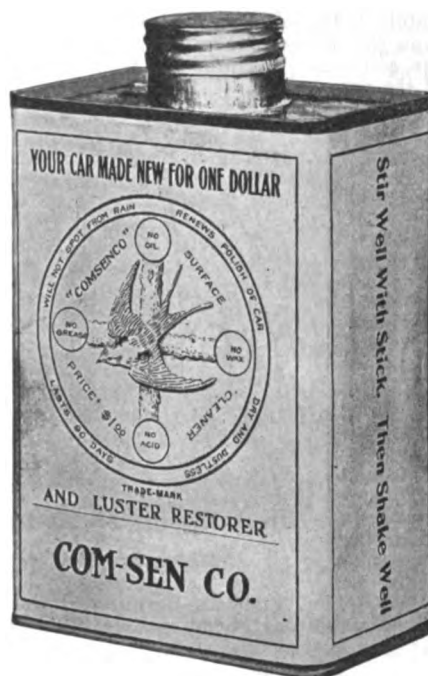
L. J. Weaver advises us he has changed his location from Colton, Cal., and is now identified with the E. G. Caruthers Commercial Co. at Somerton, Arizona. He has charge of the hardware and implement department. He says he must have the "Hardware World" sent to him without delay as it is the best magazine published.

The Linder Hardware Co., Tulare, Cal., have begun work on the erection of a large store building to take the place of the building which was destroyed by fire some time ago. They have been conducting business in temporary quarters, but on account of the continued growth of their trade it has been necessary to erect a large building to properly house and take care of their stock.

E. L. Little, who has been engaged in business at Bonners Ferry, Idaho, for the last ten years, carries a complete stock of hardware implements. He draws his trade from a radius of 25 miles. He says he doesn't want to sell out. The hardware stock will approximate about \$5000. He has a number of experienced salesmen, and says that well paid experienced men are far cheaper in the long run. Bonners Ferry has a population of about 2000, and there are two other well stocked hardware stores in town. In addition to the regular hardware line, he carries sporting goods, boots, shoes, gents' furnishings, and he takes great pride in having a neat and attractive store.

COM-SEN CO. LUSTER RESTORER

Jobbers and dealers who are selling the Common Sense Luster Restorer, manufactured by the Common Sense Mfg. Co., grow more enthusiastic with it from the reports and experience of their customers, who say there is no other product like it.



It occupies a place all its own, it pleases every automobile owner, it does exactly what is claimed for it, and there is no other polish or luster restorer that in any way will compare with it.

The Common Sense Mfg. Co., whose announcement is on our inside cover, will be glad to give full information to any of our readers upon request.

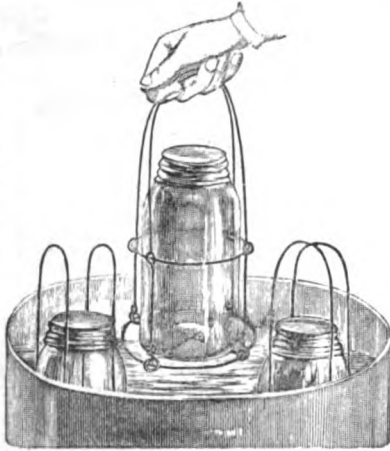
A. F. Tomasini, a well known merchant of Petaluma, Cal., was recently wedded to Miss Esther Bolla in San Francisco. Mr. Tomasini has taken an active part in the welfare and growth of his community, and besides their extensive hardware business has been active in various other mercantile lines. Their many friends in the trade will unite in wishing them a long life, happiness and prosperity.

Messrs. Harter & Ramsey, who recently purchased the Cameron Hardware stock at Redlands, Cal., have bought the Central Hardware store in Hollywood and have sold their stock at Redlands to F. J. Grassle, who will soon move his store from the present location to 112 Orange street. Mr. Grassle announces that he will materially increase his stock and will carry a more complete line. He plans to make a number of improvements also in his store building.

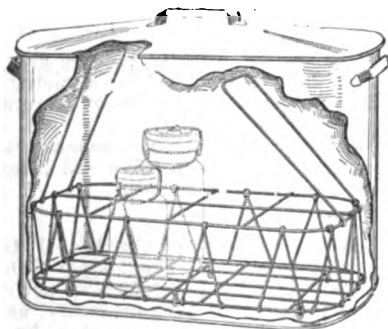
H. L. Hammond, proprietor of the Sunnyside Hardware store at 983-985 Belmont Street, Portland, Oregon, informs us that he purchased a stock of hardware of H. H. C. Narve, 992 Belmont Street, and also the hardware stock of Smock's Grocery. Mr. Hammond believes these deals point to the fact that the upward market is forcing the small dealer to discontinue the hardware line. He also tells us that business with him is more than double what it was last year, and he is constantly adding to his stock and facilities for taking care of his trade.

New Goods and Specialties

Hamblin & Russell Mfg. Co., Worcester, Mass., have placed on the market a new line of apparatus for use in home canning. The propaganda for the conservation of the surplus fruits and vegetables which will result from the present methods of intensive gardening seems to have stimulated the creative genius of the Yankee woman inventor, and the Hamblin & Russell Mfg. Co. are putting on the market a number of new products designed for this purpose, among which are the Miller Jar Holder, Flanders Fruit Jar Holder, Percy Single Adjustable Jar Holders, Jelly Strainer, Kettle



Miller Jar Holder.



Flanders Fruit Jar Holder.

trade in all sections of the country. They will be glad to send descriptive matter and full information to



Jelly Strainer. Percy Single Adjustable Jar Holder.

anyone upon request. There is undoubtedly going to

be a much larger demand for canning apparatus in the future, and this is a line that merchants will do well to give attention to.

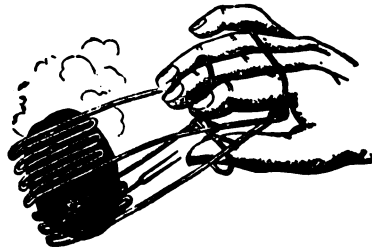
The Government is urging all housewives to conserve fruit to the utmost. Hardware dealers can well anticipate a big demand. The articles shown on this page are some of the latest and most practical ideas that have been devised for facilitating the work of the housewife in canning and preserving. These devices

have been evolved by the practical mind of a woman, and have met the test of experience. They are inex-

pensive, and prove good sellers. A letter addressed to the Hamblin & Russell Manufacturing Company, Worcester, Massachusetts, will bring further details regarding these specialties.

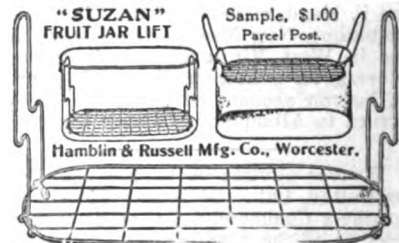


Peeling Basket.



"Helping Hand."

For handling hot fruit and vegetables for canning.



ORONA AND ALUMISHINE

Orona and Alumshine are considered by many merchants as necessary as the aluminum ware itself. In fact they regard them as marvelous household cleansers, adapted for a wide variety of uses, and appealing to every household.

Many aluminum ware manufacturers themselves urge their customers to sell such a product with the aluminum ware.

For removing all discolorations and polishing burnished surfaces they are unequalled. Aside from this they are most excellent for all other metals and enamel ware, tiling, furniture, porcelain, glass ware, etc. Their uses in the household are almost unnumbered.

The Orona Mfg. Co., Boston, Mass., will be glad to give full information to any of our readers upon request.

A. C. Ridell, formerly with the Hoffman Hardware Co., has purchased the hardware stock and lease of L. T. Rowley at Glendale, Cal., and has taken possession.

TOPPINGS GARAGE DOOR HANGER

Toppings Garage Door Hanger, manufactured by the Safety Door Hanger Co., Ashland, Ohio, claim the following advantages not found in any other similar hanger:

In the first place, this hanger permits of doors being fastened in an even, tight way. there is no chance for rain or snow to penetrate and no possibility of the door blowing open.

It has a strong, automatic snap fastener in the center, and it is not necessary to build the garage extra wide in order to accommodate the doors, so there is no waste in space.

There is no need for a small, extra door in the building, as one can enter or leave by a slight opening of the large doors.

Garage doors fitted with a Topping hanger can be opened to allow any width of an opening from a few inches to the full extent, just the same as an ordinary house door would be opened. When



the door is opened to the fullest extent it occupies the smallest amount of space possible, and at the same time leaves the door opening absolutely free and clear. There is plenty of space available for running an auto in and out of the garage without any risk of damage. If desired the door opening may be made the entire width of the building.

While these garage sets are essentially for outside applications to doors, they may be applied on the inside with a small amount of space being used, particularly the double sets for four doors in openings from 8 feet to 12 feet wide.

The Safety Door Hanger Co. will be glad to send attractive illustrated matter to any of our readers upon request, and to give full information.

These hangers are sold by the leading hardware jobbers throughout the West, and full information may be obtained from any of the leading jobbers.

They only ask that a comparison be made of their door hangers with any of a similar manufacture, and they believe these points of merit will appeal especially not only to merchants but to owners, architects and builders.

They are offering one of the best and most practical garage door hangers that is on the market. It is easily, quickly and accurately applied.

"THE SPORT ALLURING"

The Du Pont Company of Wilmington, Del., has just issued a very attractive book entitled "The Sport Alluring." It is artistically printed as well as illustrated and will give many a very different idea of what one usually thinks the sport of trapshooting is.

It contains over thirty illustrations that will interest any sporting man. Lovers of outdoors should write for one.

DISTINCTIVE GARAGE DOOR EQUIPMENT

This is the title of a very interesting book published by the Richard Wilcox Mfg. Co., Aurora, Illinois. This equipment has been arranged particularly for the use of the hardware trade, architects and contractors in studying the best means of hanging garage doors under particular requirements.

"Solving the Garage Door Problem" takes up various styles of hardware in the following order:

Slidetite, which they claim to be the most desirable garage door hardware made, because the door is hung on this, operated in a small space, and they claim they cannot sag, cannot bang in the wind, close tight into the door frame like a house door and enhance the appearance of the garage, because the hardware is inside out of sight and the doors being comparatively narrow are not subject to warping. This hardware is adapted to any width of entrance, and regularly made for 3, 4, 5 or 6 doors in one opening.

Second, Right Angle Sliding Door Hardware.

Third, Receding Garage Door Hardware.

Fourth, Parallel Sliding Garage Door Hardware.

Following this article various units of R-W Garage Door Equipment are taken up in particular detail as follows:

R-W Stewart Electric Door Opener and Closer for public garages and similar requirements.

R-W Slidetite Garage Door Hardware.

R-W Right Angle Sliding Door Hardware.

R-W Receding Sliding Door Hardware.

R-W Parallel Sliding Door Hardware.

R-W Trolley Overhead Carrying Equipment for garage repair shop.

Details of Track, Hangers, Locks, Handles, Bumpers, Floor Guides, etc.

Copies of this book with discount sheet may be had promptly and without obligation by application to Richards-Wilcox Manufacturing Co., Aurora, Ill.

AIR MOISTENERS

The Specialty Mfg. Co., St. Paul, Minn., announces a decided improvement in Speco Air Moisteners shown in the illustration. This improvement consists in making the "wick" larger so as to project higher above

the water reservoir where it is more exposed to the hot dry air, which greatly increases its efficiency.

The wick is also made from a new material especially adapted to drawing up the water, and the wicks are easily reversed when filling the reservoir, thus keeping them moist and working to their full capacity.

There has become a good demand for some means of providing moisture in buildings having steam and hot water heat. All authorities admit that moisture in the air is a necessity. Dry indoor air is the greatest cause of discomfort and the source of much ill health. The air in the average heated room is drier than in most deserts, which is clearly proven by the drying out of furniture, and our susceptibility to colds, coughs, etc. Many dealers are securing excellent sales on this article which gives a very good profit.

Construction work on a new warehouse for the Billings Hardware Co., Billings, Montana, has begun.

The Philpot & Jewell hardware business at Dike, Iowa, has been sold to E. W. Jewell.



PARKER RUST PROOFING PROCESS

The Parker Rust Proofing Process for iron and steel is now being introduced on the Pacific Coast by a company headed by Schuyler F. Seager, president of the Oldsmobile Company of California, who has obtained the rights for the Parker process on the Pacific Coast.

The first completed plant has been installed in Los Angeles. Plans are under way for the establishing of plants in San Francisco and other Pacific Coast centers. The largest plant will be in San Francisco and this will be the next to be established.

Benefits.

In its use of iron and steel, mankind has always had one difficulty to overcome. While other less durable metals disintegrate, iron rusts. Only by constant vigilance has any implement or article of this metal been kept free from the natural effects of corrosion.

A discovery that puts a stay on the world-old tendency of iron and steel to disintegrate is, therefore, a step upward in civilization. It is estimated that every year the loss from rust in the United States alone is more than a hundred millions of dollars. This is the outright loss in raw metals, not including the labor cost in the manufactured article.

True, it has long been known by chemists and engineers that prevention of rust was theoretically possible. In the laboratory, experiments were made years ago which proved absolutely that a process for putting an end to rust was feasible. But the methods of the laboratory were so expensive that they were not practical.

Paints and enamels have been utilized to coat iron and steel articles; other metals have been plated over them to add a protection. But these have been more or less in the nature of makeshifts.

It remained for the results of past experiments to be worked out to a practical solution in Detroit. From this achievement there is predicted a giant new industry which is destined to be of tremendous importance to mankind, which will reach out into all metal working cities and into far-off countries.

Three days after his return from England, where the process was first used, Parker began operations in the kitchen of his home; his work being assisted by a professor of chemistry who had called in to see him. The next day he transferred his operations to the basement by invitation of Mrs. Parker, and there the experiments were carried on which finally resulted in the invention of a new type of processing tank by the use of which all the difficulties and extraordinary expense of the original method were obviated. A basic United States patent has been granted on this tank and is now owned by the company.

By November, 1914, the process had been improved so that it was possible to treat iron and steel and make them rust-proof at a very low expense, more than 80 per cent under European cost, and then a space was rented in the building at Woodward and Garfield Avenues to continue the tests to find out to an absolute certainty what the commercial possibilities of the process were.

"I wanted to know just how much demand there was for something that would stop rust and give permanent life to steel articles," says Mr. Parker in reviewing his operations.

Proceeding largely upon his own capital he increased his quarters and made contracts with various manufacturers. Their enthusiasm was soon equal to his own. One after another of them took out a license to install the special apparatus required to do their own rust-proofing work.

Naturally, the automobile industry was the first which any Detroit engineer would approach. The modern automobile is constructed almost entirely of steel, and every owner of a car knows that rust is the one sure destroyer of his vehicle.

Today, in and around Detroit, more than thirty of

the more prominent automobile and accessory manufacturers have adopted the Parker Process on many of their parts. Manufacturers of the caliber of the Cadillac Motor Car Co., Saxon Motor Co., Hupp Motor Car Co., Hudson Motor Car Co. Dodge Bros. Co. and many others have specified Parker Process.

Saves Cost of Brass and Aluminum Parts.

Later, a tremendously important result was discovered which even Mr. Parker had not thought of when he first perfected the process. This was that rust-proofing made the manufacture of many articles out of steel or cast iron feasible, where before it had been necessary to make them out of brass, aluminum and other of the more expensive alloys. Inasmuch as these metals are very expensive, while iron and steel are cheap, this has meant a big saving to the companies which have so far adopted the Parker Process.

As an illustration, all Ford carburetors are now made of iron and steel, rust-proofed by the Parker Process, instead of from brass as formerly. What the saving will be the coming year based on the immense number of motor cars made last year, can be readily figured out when it is known that the difference in cost for each carburetor is more than one-half dollar each.

To the layman it might seem that such a process must be very intricate and difficult. Instead, it is the most simple of things. To explain, it must be understood that the reason iron and steel rust is because the metal has what chemists call an "affinity" for the elements found in air and water. When subjected to dampness, the surface of steel unites with these elements to form a new one which is what we call rust.

Even where steel has been protected from the air and water by tin-plate, nickel, brass or copper plate, the metal will sooner or later find this affinity and rust will ensue.

In the Parker Process the iron or steel is placed in chemicals which also have an affinity for the metal. The result is a chemical change in the metal which does not alter its qualities of strength or toughness, but which destroys its former affinity for the rust-creating elements. The metal is penetrated with the chemical, and unless an abrasion is made, exposure to the elements will not cause corrosion.

Unlike many other things which are used to treat steel to fortify it against corrosion, the Parker Process does not add what would be considered a coating to the metal. This is proved by the fact that iron and steel can be nickel-plated after processing without striking with copper.

When this fact was learned, it opened up a new use for rust-proofing. Formerly it was necessary to coat steel with copper before plating with nickel; that is, if even a fair amount of rust-resistance was required. The Parker Process renders this no longer necessary, as Parker Processed nickel plate will not rust.

Each experiment made to determine the merits of the process seemed to serve to open a new usefulness for it. It has been found that the sand-blasting operation required to prepare many steel surfaces for enameling was not needed when the steel had been Parker Processed; or, if the sand-blast was used, a deeper and softer gloss results from the application of the enamel after being Parker Processed.

After nearly two years of this sort of practical work, which had resulted in the signing of licensing contracts with many manufacturers who had proved the process for themselves, Mr. Parker and his associates believed that the time was ready for launching into large operations. Every doubt had been solved, not in a laboratory way, but in a large production way; every item of cost and utility had been tried out by actual test in the processing of more than six hundred tons of metal.

In handling metal for rust-proofing, it is usually received in condition to go directly into the tanks, but where some preliminary cleaning is advisable, simple machinery attends to this. Large articles are im-

mersed readily enough while smaller articles are placed in narrow meshed wire baskets. There is none of the laborious stringing upon wires required in electroplating processes.

About two and a half hours is all that is needed to complete the process in the tanks, even in the case of large pieces, while as short a time as an hour and a half is all that is necessary for the little pieces. This means that each tank can be used for four or five or even more charges per day.

After the processing is complete, the articles are dipped into an oil bath and then drained, after which they are ready to be shipped out.

Some interesting experiments have been made with steel articles rust-proofed. One disk of steel has been exposed to the weather on the window-ledge of Mr. Parker's office for two years and is still immune from deterioration. Other severe tests have been made by manufacturers in different cities, each striving to give the process a tryout which will expose its defects, if there were any such.

To safeguard his rights, Mr. Parker has had patents taken out on auxiliary chemical processes as adjuncts to the original English patent, and has also protected the invention of the tank by which alone the process is made cheap enough to be commercially available.

What this invention will eventually mean in lengthening the life of all articles made of iron and steel, in bringing about the substitution of steel for other higher-priced metals in industry and in encouraging the use of steel for structural purposes, no one can foretell. An invention still further extending the use of the world's universal metal is so vast a thing that it is not possible to comprehend its opportunities.

"WOMEN ARE TIRED OF CHEAP EGG BEATERS"

That is the experience of a number of retail merchants who say women are tired of cheap egg beaters found in the five and ten cent stores. They never work well, and if a dealer will display a better beater, "open their mouths a little" as to their superiority and points of excellence they will make a sale every time.

In a cheap egg beater there is only a few cents profit. A better egg beater not only has more profit, but gives more satisfaction to the retail merchant.

This is the time when merchants will find egg beaters an excellent article to stock, as offering a splendid holiday present, and if they will display these egg beaters so they will appeal to the women folks of the household, or to the men folks, for that matter, with the suggestion that these will be a most useful article in the home, they will be surprised at the sales that will result.

At least that is the experience of the United Royalties Corporation, 1133 Broadway, New York, for beaters and mixing churns have proven trade bringers and profitable trade winners for the retail merchants.

Edwin Morgan, a pioneer merchant of Martinez, Cal., was recently stricken with paralysis. It is reported he is slowly recovering.

INCREASING DEMAND FOR HOLIDAY GOODS

Each succeeding year finds an increasing demand on the hardware merchants at the holiday season. This year every indication is that the hardware merchant will be a far greater factor in holiday goods than in any previous year.

The hardware merchant carries such a large line, adapted for every member of the household. In fact there is scarcely a want for useful and serviceable holiday presents, that can not be filled by the hardware merchant. It only needs a little effort on the part of the hardware dealer to get a splendid share of this trade.

One of the largest jobbers in the Pacific Northwest has a special plan for the merchants territory along this line, and in this issue are urging their customers to prepare for the holiday season. They are featuring in this announcement, Boy's Wagons, Velocipedes, Hand Cars, Coaster Wagons, Sleds, etc.

The Honeyman Hardware Co., Portland, Ore., will be glad to give full information to any of our readers upon request.

COMPREHENSIVE BOOK ON PRUNING

"Where can a book be procured which tells me all I ought to know about pruning?" has been uppermost in the minds of thousands of progressive garden and nursery amateurs and agricultural students for years. The need for a treatise of this sort has always been apparent.

Now comes the Peck, Stow & Wilcox Company of Cleveland, Ohio, with "The Little Pruning Book"—an interesting instructive volume which tells the whole story. It is delightful in its clarity, not laden with unnecessary generalities and difficult technicalities.

Briefly it tells when, where and how to prune. The flower garden, shrubs, trees, vines, fruit trees, etc., each are dealt with in separate chapters. Profusely illustrated with diagrams, too, to demonstrate how new growth should be headed back to distribute it evenly and efficiently. It's a veritable text book for those interested.

In the very back of the book are illustrated patterns of shears best adapted to the demands of various kinds of pruning. And a short chapter on "Around the Year with the Pruning Shears" which describes seasonable work that will keep the place ship-shape and give better fruits and flowers.

"The Little Pruning Book," neatly bound in stiff board covers, is being sold at 50 cents a volume. Inquiries should be addressed to the Cleveland Office of the Peck, Stow & Wilcox Company.

Dealers of Pruning Shears may also make special arrangements to sell these books to their customers.

Notice of sale of business has been published by the West Berkeley Hardware Co. at Berkeley, Cal., at 1042 University Avenue, which has been purchased by Walter W. Lueders.

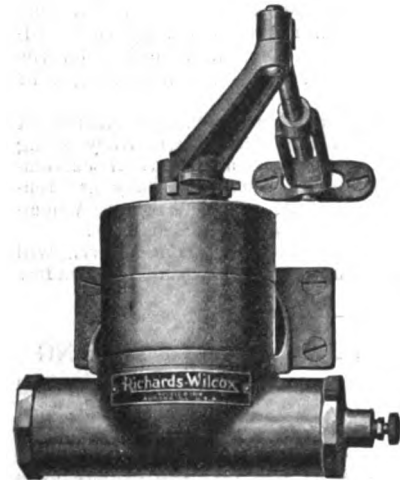
WORTH FIVE DOLLARS A YEAR

A jobbing house recently wrote us that if it cost him \$5.00 a year to place the "Hardware World" in the hands of each of his salesmen, he would consider it a good investment to do so. He tells us a number of his salesmen, through the ideas and suggestions gleaned through our pages, have increased their sales. He said, even if each man only increased his sales \$10.00 per month, or \$120.00 per year, to pay \$5.00 a year for a subscription to the "Hardware World" would certainly be a paying investment for him.

RICHARDS WILCOX DOOR CLOSER

Attention is directed to what the Richards-Wilcox Mfg. Co. term a New Appliance, but one that is old in experience. It is Richards Wilcox door closer and check for swing doors.

This was placed on the market by them two years ago, and they have never advertised it because they could not fill the orders as fast as they came in. They have now been able to secure sufficient material to offer this to the trade.



They have prepared an interesting folder, giving full and complete description and prices, which will be sent without obligation to any of our readers upon request.

Among the points of merit claimed for this are that the spring can not be unwound.

Liquid occupies a separate chamber from spring mechanism, which prevents leakage of oil. It is adapted to either right or left hand swinging doors. All parts are machined to a perfect fit, and are interchangeable. It is made in six sizes for various weights of doors.

They will be glad to give full information to any of our readers upon request.

WADE GASOLINE DRAG SAW

Attention is directed to the Wade Gasoline Drag Saw illustrated and described in this issue.

This saw has proven a splendid seller wherever introduced, especially in lumbering and timber regions, there is a constantly increasing demand for it.

Merchants find these appeal particularly to the farmers of their community.

B. M. Wade & Company of Portland, Oregon, who are the manufacturers are advertising this saw extensively to farmers and consumers and have an attractive dealers' agency proposition to offer.

They will be glad to give full information to any of our readers upon request.

GLACIER REFRIGERATORS

Attention is directed to the announcement of the Northern Refrigerator Co., Grand Rapids, Michigan, whose one-piece porcelain-lined refrigerator is growing in popularity.

As a matter of fact the manufacturers claim these only have to be shown alongside any other refrigerator, and they are perfectly willing to leave it to the judgment of the customer as to which will be taken.

These refrigerators have rounded corners, even the front inside corners are rounded, a feature which women are insisting upon.

They are made in standard sizes and there are no slow sellers among them. This fact insures the dealer of a sure and quick turnover.

Every merchant knows that it pays to sell the best, and quality in refrigerators is something the housewife especially insists upon. In addition to the one-piece porcelain line of refrigerators, they also make a stand-



New Bathroom Scale

Good Money for You

The Detecto is the scale for the homes, for physicians, gymnasia, etc., because it has no coil springs—no shifting beams—no loose weights—it is inexpensive—a beautiful fixture—takes only 12-inch space—shows **EVERY POUND UP TO 300 LBS.**

Actual weight of scale, 17½ lbs. Write for Detecto literature and catalogue.

THE JACOBS BROS. CO., Inc., 76 Warren St., New York City

ardized line of White Enamel and Galvanized Lined Refrigerators.

Their 1918 catalog will be gladly sent upon application to any of our readers upon request.

PRECISION KEY MACHINE

We are illustrating the Precision Key Machine, manufactured by the Precision Key Machine Co., Allentown, Penn., which, as its name implies, is a tool of precision, and when it is used to cut keys the costly wear and tear on lock mechanisms common where badly fitted hand filed keys are used is entirely done away with. A Precision duplicate key is an absolutely accurate copy of the original.

With the Precision Machine all types of pin-cylinder keys are cut with the same cutter; the sharpest V shape notches are cut as easily as the round U shape notches without changing the cutter. The price of the Precision Key Machine is \$20.00 F. O. B. Allentown, Pennsylvania.



They claim the Precision Key Machine is the only strictly automatic pin-cylinder key duplicating machine on the market. The machine leaves nothing to the skill of the operator—anyone having sufficient intelligence to place a pattern key and a corresponding blank key in the vises can cut perfect duplicate keys at the rate of about one per minute.

There is a good field for the sale of these machines, and hardware merchants themselves will find it an excellent article to have in stock.

The Precision Key Machine Co. will be glad to give full information to any of our readers upon request.

Business Opportunities

WANTED.

Hardware Specialty lines wanted on commission basis by jobbing and commission firm located at Winnipeg, covering provinces of Manitoba, Saskatchewan, Alberta and British Columbia. Address Bouey Bros. Co., Ltd., Winnipeg, Canada.

HIGH GRADE TRAVELER WANTED.

We want a high grade traveler in all those words imply for Colorado territory. A clean cut man of good character and habits. A salesman in the best sense may learn something to his advantage by giving full particulars and addressing Colorado, care "Hardware World."

FOR SALE.

A nice clean stock of general Hardware, Implements, Stoves, Paints, Oils, etc., in a good live county seat town in the upper Sacramento Valley. A fine opportunity to obtain an old well established hardware business. For further information address "B. L.," care "Hardware World."

FOR SALE—Hardware stock, clean and well assorted, located in live, up-to-date Southern California city. Finest climate and water in the state. Will invoice about \$25,000. Best reasons for selling, full particulars on request. This is a splendid opportunity for some one wishing to live and do business in the garden spot of the U. S. Address Box A, care Hardware World.

SALESMAN WANTED.

Who is calling on hardware stores, general stores and department stores to handle as a side line a high-grade line of metal ware, such as galvanized buckets, tubs, dairy pails, etc., on commission. Great opportunity for right man to make big money handling a side line. Address "M. C.," care "Hardware World."

YOUNG LADY BOOKKEEPER AND STENOGRAPHER WANTED.

We desire an experienced lady bookkeeper and stenographer. Permanent position and right salary to one who can fill the position. Our line is hardware and furniture, and this is a splendid opportunity for an ambitious, capable woman. Address L. G. SHANKLIN, Gallup, New Mexico.

I WANT A POSITION

I want a position where ability counts, where there is opportunity to go ahead, and prove my worth. I am 40 years old, married, have no bad habits, do not drink or use tobacco. I have had a general hardware and implement experience; have sold gas engines and implements for a number of years. I can give good references and bonds. Address F. M. A., care "Hardware World."

AN A1 OPPORTUNITY

An A1 opportunity for a live man to buy an old established hardware store, tin shop, slate roofing and warm air heating business located in one of the best manufacturing towns in the Pittsburgh, Pa., district. Will invoice about \$15,000 to \$18,000. Part of the stock can be reduced. The average sales for the last three years was over \$55,000. This can be increased from 20% to 25% by a live wire. This is an unusual opportunity to slip into. A splendid paying business. Will either sell, or rent building. Unable to attend to business on account of poor health. Will bear the closest investigation. Don't answer unless you mean business. Address "A Bargain," care "Hardware World."

GOOD OPPORTUNITY IN NEVADA

Since I haven't had time to give my personal attention to my business, I will sell the stock of goods and the business, or I will sell the stock of goods and rent the building for \$75.00 per month. It will require an investment of about \$17,500.00 to purchase the real estate, building and merchandise. Sales run from \$30,000 to \$35,000 per annum. Address B. M. Co., care Hardware World.

WANTED.

Salesmen calling on retail hardware and auto accessory trade to take on commission basis (as a side line) a nationally advertised automobile accessory without competitors. Very liberal selling proposition. Good selling helps for dealers. Exclusive territories given. To receive attention your answer must state what territory you cover and how closely and what line now carried. Full particulars, Alcemo Mfg. Co., Dept. X, 12 Bridge Street, Newark, N. J.

THE PEXTO CHISEL BOOK

A handy reference chisel book is being distributed free by the Peck, Stow & Wilcox Company of Southington, Conn.

The full line of famous Pexto Chisels are illustrated, and complete descriptions, sizes, etc., given. Valuable information, too, about Pexto Gouges and Drawing Knives is also included in this valuable little book.

Page 30 deals with "don'ts." Here is information that every worker, tradesman and amateur, should have available. The Pexto Chisel Book contains 32 pages, and is bound in an attractive cover. Write for a copy. Copies will also be forwarded in quantities to dealers who wish to distribute them to their customers.

SOMETHING NEW

The very latest thing in signs is the new six-piece outfit issued by Simonds "The Saw Makers," Fitchburg, Mass. There are four cards in the set, each 14 inches wide by 28 inches high, bearing one letter of the word "S A W S," and two corner pieces to fit into the corners of a window. The four cards may be set in a straight line or a semi-circle in a Dealer's window and form the basis of a very attractive display of saws and other Hardware articles. The brilliant red letters attract attention clear across the street and those in passing street cars or automobiles find their gaze irresistibly drawn to the display. Requests for these displays will be filled promptly.

D. Z. Payne recently suffered a loss by fire on his hardware stock at San Fernando, Cal.

TAKES "HARDWARE WORLD" TO BED WITH HIM.

Enclosed find our check for renewal of four subscriptions to the "Hardware World." We have the finest bunch of boys to be found anywhere, as far as enthusiasm, harmony and interest in the welfare of our little store is concerned.

I have no hesitancy in stating that to a very large extent this is due to the fact that they are readers of the "Hardware World" and other magazines.

The writer himself takes the "Hardware World" to bed with him, and many a time it has made money for us.

H. L. SUNDERMANN.

Plumbing and Heating

ESSENTIALS OF A SATISFACTORY HOUSE HEATING PLANT

Experiments conducted by heating experts at the University of Illinois have exonerated the heating plant in part and have put most of the blame on the householder. One would not think of starting out for a long trip in his automobile without first making sure the car was in shape for the run, but he will start his heating plant in the fall for a six months' season without an inquiry as to the condition in which it was left by the previous winter's strain.

Some time ago the editor of the Chicago Herald, with his experiences of last winter fresh in mind, wrote to the president of the University of Illinois, to inquire if the scientists there could not make some experiments with Illinois coal as fuel for heating plants, the results of which would be worth many thousands of dollars to the citizens of the state.

This work was soon started, and the results of the investigation, free of technical terms, and told in a manner easily understood, are just being published by the authority of the University of Illinois.

Board of Heating Experts.

President Edmund J. James of the University selected for the work a committee composed of A. C. Willard, assistant professor of heating and ventilation; G. H. Cady, geologist, State Geological Survey; J. M'B. Snodgrass, assistant professor of railway mechanical engineering; E. A. Holbrook, assistant professor of mining engineering; A. C. Callen, associate in mining engineering; C. S. Sale, assistant to the director of the engineering experiment station.

Two general subjects received the greater part of the consideration given by the committee. One is the heating apparatus itself and how it should be installed and handled; the other has to do with the purchase and use of "soft" or bituminous coal, generally used for ordinary domestic service in house-heating plants.

Heating Plant Secrets.

Too often heating plants are looked upon as large steel or iron drums into which coal is to be shoveled, in greater or less quantities, according to the whim or the temper of the house-

holder. That method insures plenty of fire but paradoxically it gives off little warmth for general house-heating purposes. The heating plant, therefore, is taken up first, for if that be defective, no coal can be used economically.

According to the university experts, if a majority of the rooms of a building are to be heated, a single warm air heater, hot water heater, or steam boiler, requiring one fire and one chimney, should be installed, instead of a number of stoves with several chimneys.

The foundation or floor on which the heater is set must be true and level and must present a full flush or tight bearing for the heater castings, so air cannot leak into the ash pit through cracks or crevices at the floor line. Air leakage at this point means that the fire will burn out too rapidly, even when the ash pit door and draft dampers are closed.

Doors Must Fit True.

All fire, ash pit and clean-out doors opening into the flues must be true, and must be airtight when closed. This is an important requirement if the drafts are to be under full control.

Suitable clean-out doors conveniently arranged, must be provided for all types of heaters for cleaning the interior heating surfaces over which smoke or hot gases pass, and upon which soot or ashes may be deposited. Inability or failure to clean these surfaces may lead to serious fuel waste.

Should Have These Dampers.

All classes of heaters should have the following dampers or their equivalent:

Draft damper in the ash pit door for supplying air below the fire to make it burn more rapidly.

Check damper in the smoke connection, just outside of the heater, to admit cold air into the smoke pipe, to check the draft. Opening the fire door to accomplish this is bad practice, as it cools the entire heater.

Cross damper on the heater side of the check damper to control the intensity of the chimney draft when the check damper is closed. This damper usually requires adjustment only a few times during the heating season.

A direct draft, or by-pass damper, which is provided in many heaters to make possible,

Garden Hose Valves

OF

Recognized Quality

Which command repeat orders for you.



Sizes $\frac{1}{2}$ " to $2\frac{1}{2}$ " inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.



Quality Plumbing



M. L. KLINE
84-86-87-89 FRONT STREET
PORTLAND, ORE.



Come to CHURCH

Profit by the experience of those who have seemingly tried out every kind of new white covering for bath room fixtures that have been made. The big majority have "come back to CHURCH" and are now selling only **GENUINE PYRALIN GOODS**. These goods bear our trade-mark and this trade-mark is backed by the House of Church.

OUR GENUINE PYRALIN "CLIMAX" SEAT and all "Church" Bathroom Fixtures, are covered with the original and **ONLY Real Pyralin**.

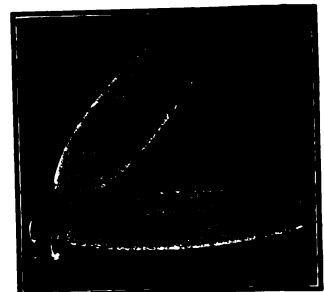
For Your Protection our guarantee accompanies every "Church" product, giving positive assurance of its permanent wearing qualities. **GENUINE PYRALIN** is put on in sheet form, like celluloid, and becomes a part of the wood itself. Remains white indefinitely.

We Sell the Jobbing Trade Only

G. F. CHURCH MFG. CO., Holyoke, Mass.

These goods can be obtained from the **LEADING JOBBING HOUSES IN THE WEST. INSIST ON THEM.** If you cannot get them address for information, W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by Holbrook, Merrill & Stetson, Crane Co., A. H. Busch Co., and all the leading jobbing supply houses.

Sold by leading jobbers.



when desired, the direct passage of smoke from the firebox to the smoke outlet, thus cutting out the tortuous flue passages in starting a fire, or until the chimney is well warmed and a good draft has been established. This damper must be left open except for a short time, otherwise a great waste of fuel will result.

Fire Box Requisites.

It is necessary to have the fire box, or space above the grate, large enough to hold not only the coal burned between firing periods but also extra coal to kindle the next fuel charge rapidly. The fire box capacity is measured from the grate vertically to the center of the fire door.

Ample fuel burning and fuel holding capacity is a most important feature in a heater; otherwise too frequent attention to firing will be required.

Soft coals which swell when heated, and also coke, which is more bulky than coal, require large fire boxes to permit sufficient amount of fuel to be fired to last between reasonable firing periods.

The smoke pipe must run as straight as possible from heater to chimney and must have a decided upward slope toward the chimney. It should have a covering of at least three-ply asbestos paper, of which one layer should be corrugated.

Watch Cold Air "Leaks."

No system of heating can be economical unless a careful inspection of the building is made and every precaution taken to prevent the infiltration or leakage of cold air around windows and doors. Whenever cold air leaks into a house an equivalent volume of warm air leaks out, and the heating plant must make up this loss in heat.

The desirability of maintaining a reasonable amount of moisture in the atmosphere of the average home is generally recognized by all heating and ventilating engineers as essential to healthfulness, protection of woodwork and economy in the use of fuel.

Air that is not "humidified" by having hot water vapor added to it at the same time that it is heated becomes "dry" and will cause moisture to be evaporated from furniture, plants and persons, with more or less disastrous effects in the two former cases and with the disagreeable effect of chilliness and an unduly dry skin in the latter case.

John M. Pinckney has disposed of his plumbing store at 315 E. Market Street, Aberdeen, Wash., to Elway and Miller. Mr. Pinckney has enlisted in the navy.

The Martin Hardware Co., Olympia, Wash., was recently awarded the contract for repairing the heating plant in county courthouse at Olympia and other work amounting to \$953.50.

Nashua Hardware Co., Nashua, Montana, incorporated by Alfred and Arthur Lee and Leonard Ormseth with an authorized capital stock of \$75,000, of which \$40,000 has been subscribed.

SOME FACTS TO KEEP IN MIND

Belgium is about as large as Maryland; it contained at the outbreak of the war 10,000,000 people; these people had to import 80 per cent of their food; in four weeks Belgium was hemmed in by a wall of bayonets on one side and a line of battleships on the other; its food supplies were taken away into Germany; its railroad facilities seized; its newspapers, telegraphs, telephones, and every other means of communication taken away; its intellectual and social life stopped, and every person who remained alive confined to his or her own commune. Finally many of its men were taken into Germany and set at compulsory labor—the first instance of slavery for white people known in the world in more than 400 years.

We have had no such actual example of war in our own country to touch the inner spiritual sympathies of the American people and make them realize every day at every meal the necessity for reasonable economy in food. Therefore, we have the task of making people feel this necessity by reaching each individual in the country as often as possible with some vivid reminder. No country in the world has ever undertaken such a task before.

Does this make the need for food saving clearer to you?

F. H. Garrison of Anaheim, Cal., has secured the contract at \$441 for the plumbing and gas fitting to be installed in the one-story brick store building in course of erection on Center street, Anaheim.

A. J. Emery, 2414 South Vermont avenue, Los Angeles, Cal., has been awarded the contract at \$7808 for furnishing all labor and material for installing the plumbing and vacuum cleaning system in the two-story brick store and hotel building being erected at 6728 Hollywood boulevard for W. B. Glidden.

F. H. Garrison of Anaheim, Cal., has secured the contract at \$350 for the plumbing and gas fitting to be installed in a one-story and basement brick store building to be erected in Anaheim.

H. D. Wheeler, former salesman for Holbrook, Merrill & Stetson, has gone into the plumbing business on his own account. He is located at 1752 North Vermont avenue, Los Angeles, Cal. Mr. Wheeler has many friends among the architects and builders who will wish him success.

Munger & Munger, 174 East Union street, Pasadena, have been awarded the contract at \$3483 for the plumbing work to be installed in the San Marino school building. The contract covering the steam heating was awarded to the E. O. Nay Company of Pasadena at \$4898.



ARMSTRONG TOOLS

Tools bearing the name of the Armstrong Mfg. Co. are superior made tools. Perfect in construction, accurate and dependable.

The name of Armstrong has ever stood for the best in service, quality and workmanship.

Tools with an En-
viable Guarantee.

Send for our catalog of Gen-
uine Armstrong Stocks and
Dies, Water, Gas and Steam
Fitters' Tools and Pipe
Threading Machines.

**THE ARMSTRONG
MFG. CO.**

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company address
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KEYSTONE REVERSIBLE RATCHET

COMBINATION NO. M-200



Consists of Four Complete Ratchets in One.
Has long and short feed for any style of
Morse Taper, Square Shank or Flat Drill.
All parts interchangeable and it takes but a
minute to change to any style required.

WESTCOTT ADJUSTABLE "S" WRENCH

For Nuts

Handle Malleable Iron, Jaw Forged Steel



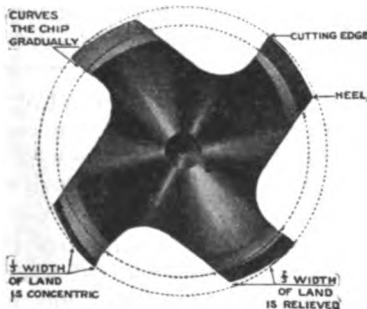
Sizes 6, 8, 10, 12, 14"

ASK YOUR JOBBER

The Keystone Mfg. Company
BUFFALO, NEW YORK



G.T.D. Taps are Relieved Like a Milling Cutter



That is, one-third of the land back of the cutting edge retains the full cutting size. The remaining two-thirds is relieved on top, bottom and sides.

This reduces friction, prevents binding and makes the tap cut free and easy.

You should learn more about the G. T. D. line and the consumer advertising we are doing to create a demand for G. T. D. tools.

Ask for particulars, literature, etc.

GREENFIELD TAP & DIE CORPORATION

Greenfield, Mass.

New York, 28 Warren Street
Chicago, 13 South Clinton Street
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OIL, GREASE AND COLD CREAM

By Harry Gale Nye



The summer campers have all gotten home, and most of those who have come home are well again. They have practically recovered from their summer vacations, and will soon be able to work. The vacation period is a great strain on the human constitution and by-laws, and puts an

awful crimp in the Christmas Savings Fund. But it is well worth the while.

Far be it from us, or this periodical of progress and temple of thought, to oppose, discourage, ridicule, or remark concerning summer vacations or the summer vacation idea. Recreation is as necessary to the human mind and mortal as oil to an engine or a good collector to a retail plumbing business. We all appreciate, admire and advocate the real thing.

It is the "imitation" vacation we are talking about this morning, brethren. Vacations are no more to be judged by the amount you peel, than a veneer by the varnish or an automobile by the japalac. Just because some fellow came home with a coat of tan that made him look like the more or less noble red man, it doesn't indicate that his health is any better or his disposition improved.

Now, that the vacation is over, we feel like saying a few wise words. We shall expect them to be forgotten before next season, and so shall not feel bad if they are. But let some of us old birds, who have roosted in the woods, and on the beaches lo these many years, impress upon you this fact: You can't tell anything about the success of a vacation by the amount of cold cream it takes to fix you up afterward.

We have seen fellows who started out to rough it near to nature and to nature's heart who thought that a camping outfit consisted mostly of a deck of cards and a box of chips, and who sat up all night trying to deceive somebody into believing they caught a heart when it was a seven of spades. They could tell you all about the lovely sunsets at Tamagami or Muskegon or somewhere, because they always just got up just in time to see them.

And then there are other fellows who lie in the hot sand all day or paddle around in the sun until their hide all peels off, and who come home looking like a broiled porterhouse steak. That isn't the real thing, either.

Then there is the family that takes a room at a summer hotel where they can breathe the ozone, at 27 cents a breathe, and where the cost of living is so high that a man in an air-

ship has to use a telescope to see the total. That, also is an imitation.

Of course, some folks with a daughter do it so she can meet some of the bon-tons. But even if there is a young millionaire disguised in a tennis suit hanging around the premises, he'll be broke before the summer is over, anyway.

No, sir, a real vacation is to go at it gradually, to keep in the shade until you are used to the sun, to climb a hillock before you negotiate a hill, and a hill before you tackle a mountain, and, come to think of it, that is a good rule for any kind of a proposition.

We remarked up yonder that you can't tell anything about the success of a vacation by the amount of cold cream it takes to repair your hide afterward. In a shop you can't tell anything about the amount of work a man does by the amount of oil he gets on himself. Some of the dirtiest fellows you ever see don't do any more work than the chaps that use the tar soap now and then.

You have all camped and summer-resorted pretty much, and you know what the real sure-enough, honest-to-goodness campmate is: He doesn't ask what to do next, he does it. When he falls over an empty water pail or wood box he fills it instead of cussing it. He doesn't get up so early he wakes the camp or so late he gums up the day's schedule.

That kind of a fellow not only makes a good man around a camp, but also around an office or a shop. If we were going to hire a man or marry one if we were a girl, we don't know any better way to get a line on him than to take him camping for a spell. We wouldn't judge him by the amount of tan he got on, but by the amount of work he got out. If he got up and made his own bed we would figure that some day he would make his own mark.

And if we could live with him a week in an 8x10 shack and not hate him, we would know we could get along with him for the rest of our natural life.

The Peerless Furnace Co., Portland, Oregon, have secured the heating contract for a plant to be installed in the new school building that is being erected at Cornelius, Oregon.

The Oxnard Plumbing Company, Oxnard, Cal., has been awarded the contract at \$1200 for the plumbing and gas piping work to be installed in the Masonic Temple building at Oxnard.

The Crescent Hardware Co., Albuquerque, New Mexico, recently completed furnishing the skylights, sheet metal works and ventilating systems in the New Occidental building, which is being erected there. They are doing a good business in hardware and all kinds of sheet metal work. They report a splendid trade and the outlook all that can be desired.

Thank You

for your co-operation which has enabled **PACIFIC** Plumbing Fixtures to achieve an unprecedented success.

We are glad that you have learned of the superior quality and distinctive designs of **PACIFIC** Plumbing Fixtures—and the unqualified guarantee behind them.

We are glad that the convenient location of our factories on the coast enables us to make prompt deliveries and eliminate all possibility of delaying the completion of your work.

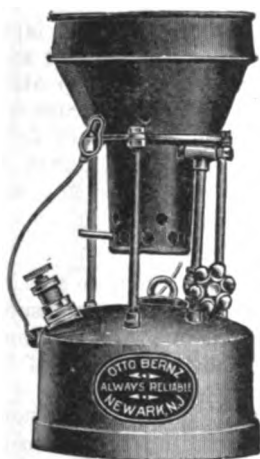
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to buy the best tools for your men, tools which will give the required results, tools which will last the longest. Your men can then do your work satisfactorily.

For the best and most practical furnaces and torches, you should buy the "Always Reliable." No better can be made. Our reputation has been built up by the thousands of users of our goods.

If you have never tried the "Always Reliable" line—
you should do so now, so as to satisfy yourself.

Your jobber will supply you at factory prices.

Otto Bernz, Newark, N. J.

Dependable Tanks



If you desire the best, choose our

"Copper Brazed" Construction

Positively hold air without loss of pressure.

Pneumatic and Storage Tanks.

Range Boilers, Riveted or Welded.

Special Tanks for Air, Gas or Liquids.

Manufactured by

WM. B. SCAIFE AND SONS CO.
Pittsburgh, Pa.
Factory, Oakmont, Pa.

YOUR LEGAL STATUS IF YOU OR YOUR PRODUCTS ARE EVER BOYCOTTED

(Copyright, by Elton J. Buckley.)

The most noted boycott case in the history of the United States, the Danbury hatters' case, has just come to an end, and it seems timely to base on that something about boycotts as brought against business men. For boycotts are almost always brought against business people, and in this day of labor unions almost any business man, large or small, may possibly find himself involved in a boycott at an hour's notice.

In 1902 the Hatters' Union called a strike at the hat factory of D. E. Loewe & Co., Danbury, Conn. To support the strike they got in touch with other labor unions, not only hatters' unions, but other labor unions all over the country, and had them all declare a boycott against the Loewe hats. They went to a retail hatter way out in Tulsa, Okla., for instance, and found out that he was selling Loewe hats. At once they notified him that they would boycott him unless he threw those hats out. If the union was strong enough, the retailer had to do it, and thus Loewe & Co. suffered. They brought suit for damages for conspiracy and proved that the boycott had actually cost them about \$80,000. They got a verdict for this amount, which was reversed, and the case finally reached the United States Supreme Court, which decided in their favor, and under the Sherman Act, awarded them three times the amount of their verdict, or \$222,000. This amount or some smaller sum accepted in settlement, has just been paid. The court held that while the members of the Hatters' Union had a perfect right to stop patronizing Loewe & Co. themselves, and to persuade anybody else to do it that they could, also to stop patronizing anybody else who patronized Loewe & Co. (this would have been a primary boycott, which is perfectly legal), they had no right to compel other customers of Loewe & Co., who had no grievance and did not want to stop, to stop dealing with Loewe & Co. through fear of a boycott against themselves if they did not. That is a secondary boycott and is absolutely illegal.

Business men who handle manufactured products—I mean trade-marked or package goods as distinct from bulk goods—are peculiarly susceptible to the declaration of secondary boycotts. For instance, one of the big Chicago meat packers gets into trouble with his workmen, who are affiliated with the American Federation of Labor. They strike. To make the strike more effective they send word to labor men all over the country to stop buying of every grocer who sells this packer's products. The effect of this upon the packer's business would be instantaneous and disastrous. The same thing could be done with any identified merchandise, and the retailer would be between the devil and the deep sea. He would not know what to do, but if the union was strong enough, would almost certainly yield.

The purpose of this article is to point out as well as can be done in small compass what boycotts business men are obliged to stand and what they are not.

A retail dealer employs clerks, who are organized into a union. They become dissatisfied and strike. Those clerks can legally stop buying goods of the dealer and can legally persuade others to do so. So far the boycott is legal. But when it becomes intimidation it is illegal. For instance, they could not go to the jobber who supplied that retailer with his goods and tell him that unless he cut him off they would call a strike of his employes. That would be a secondary boycott.

Here is another good example of a secondary boycott: Members of two labor unions set out to compel a manufacturer of barrels to stop using a valuable labor saving device. They notified all of his customers and other persons not to buy any machine made barrels, and they also got members of other labor unions and persons in sympathy with them not to buy any merchandise which was packed in machine made barrels. This was held to be an unlawful conspiracy.

In another case the merchants in a certain town got down on a local hotelkeeper and combined to refuse to buy goods of any salesman stopping there. That, too, was held to be unlawful.

In a third case a newspaper got at odds with its employes and refused to pay a certain scale of wages asked for by the union. Whereupon the union sent circulars to all local merchants, threatening to boycott any that advertised in the paper in question. Held to be a conspiracy.

In other words, a secondary boycott is an organized effort to force an outsider into supporting some demand, made between two other persons, by combining to abstain or compelling others, against their will, to abstain from having business relations with him unless he does support that demand.

PRIVATE PROPERTY

Judge ———, who lived in a remote section of the country where bath tubs are rarely seen, was so fortunate as to have one in his home, and selfishly permitted none but himself to use it.

One day he suspicioned that it had been used in his absence, and assuming that it must have been the housemaid, he accused her of having broken the rule.

She frankly admitted that it was she, and after warning her not to repeat the offense, the judge freely forgave her. However, the girl plainly showed that her feelings were hurt, so to make amends for his harsh speaking, he said, "I am not so much grieved that you have used my tub as I am sorry to think you'd do a thing behind my back that you wouldn't do before my face!"

YOU GET THE SIMPLEST AND BEST
COCK EVER MADE ~~and~~ YOU SPECIFY

B. B. HIGH PRESSURE BALL COCK



Has Only One
Packing Which
is Readily
Removed

They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

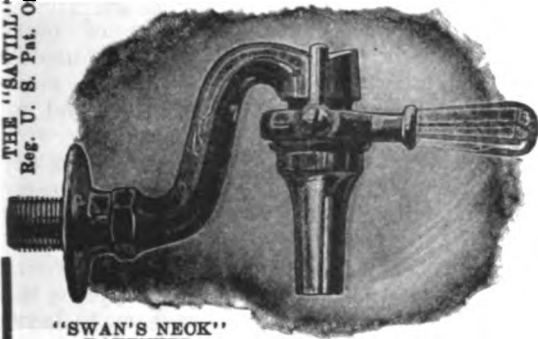
All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY

Bacon and Filmon St., Waltham, Mass.

THE "SAVILL"
Reg. U. S. Pat. Off.



"SWAN'S NECK"
PATENTED
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The Savill Swan Neck Faucet

The Original Quick Opening Perfect Sink Faucet

ONLY faucet with all operating parts within basin. If hands are soiled or holding something, faucet can be opened or closed just as easily with a finger, the wrist or arm. Opens to full stream and shuts off in fraction of a minute. "SAVILL" Faucets are a profitable and most satisfactory line. Investigate now.

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HOLBROOK, MERRILL & STETSON,
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New York's new
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equipped with

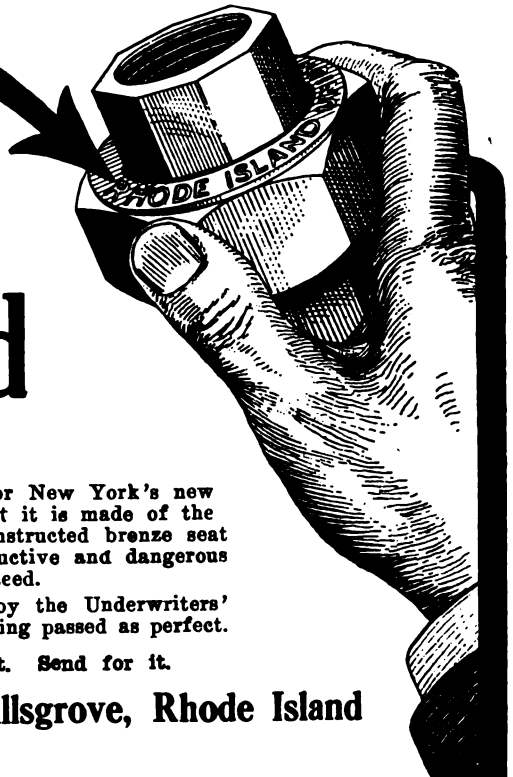
Rhode Island Unions

THE MEN who selected the Rhode Island Union for New York's new Pennsylvania Hotel, did so because they knew that it is made of the best grade of malleable iron, has a specially constructed bronze seat that makes a tight joint and prevents wasteful, destructive and dangerous leaks. It costs less in the long run, because it is guaranteed.

Made for water, steam, gas and oil. Approved by the Underwriters' Laboratory, and tested to 300 pounds pressure before being passed as perfect.

The whole story is told in our booklet. Send for it.

RHODE ISLAND FITTINGS CO., Hills Grove, Rhode Island



A Study of the Different Types of Pipes Used in Disposal of Rain Water From Buildings

Submitted by James W. Anderson, Sanitary Engineer
Of Harvard University, Class of 1917

Continued from last issue

Leaders.

The pipe which conducts the water from the gutters to the soil-pipe is usually called a "leader," although the terms "conductors" and "down spouts" have been applied.

Leaders, of course, are very important factors in roof drainage. There are many kinds and constructions as well as methods of using and securing them in position. The type of leader used and the method by which it is connected to the gutter are governed largely by climatic conditions. A leader which will work satisfactorily in warm climates would not answer in cold climates, because the presence of ice in the gutter reduces greatly the available spout area. By successive freezings in exposed or semi-exposed leaders, this reduction may be serious and precautions should be taken either to guard against freezing or to provide extra leader area for the purpose. Inside leaders are not unusual, and it is only where the severity of the average winter has taught the value of additional leader area that such are provided.

In proportioning leader pipes, the variation in the rate of rainfall is a confusing factor, and because of this great variation there is but one definite and reliable rule for figuring the size of leaders; that is, design to take care of the maximum fall. In actual practice, it seems that few figure the size of down-spouts to accord with the rate of rainfall that must be handled, and take chances on the excess overflowing without doing any damage. When figuring the actual size of the leader to be used, it is advisable to keep the following facts in mind:

1. An allowance must be made for the soakage of shingles.

2. Large leaders offer less friction, the inlet to such leaders is often more favorable, and there are apt to be fewer bends for lodgment or friction.

3. The heat of boiler houses, gas-retort houses, furniture factories and other buildings with extraordinary heat generally keep the roofs free from snow and may prevent ice from forming in the gutter.

4. In larger buildings it may be advisable to split up the total leader area into smaller units than at first appears necessary.

The horizontal projection of the roof is usually considered in figuring leader allowance and the pitch is ignored entirely. It is a com-

mon rule to allow one square inch of sectional area for each two hundred and fifty square feet of projective area. Leaders should never be less than two inches in diameter.

In cold climates leaders should be located inside the building wherever possible, thus being generally in a temperature above a freezing point, which keeps them free of ice. Inside leaders must, of course, be made of more durable material than is necessary to use in outside leaders, as a break will cause more damage in the building than when placed on the outside.

In New England states, wooden leaders are very commonly used, although metal ones seem to be superseding them now. As in the case of gutters, cypress is by far the best kind of wood to use, and really the only one worth while considering. The core of the cypress log is usually taken out in such a way as to leave the wooden leaders either plain or corrugated. They are fully as durable as the galvanized metals, and much more so than tin, although they are more liable to be split by freezing than the galvanized metal pipe. They can be obtained in twelve or sixteen-foot lengths. The rotting action of the ground on wood does not have to be considered in these pipes, because the lower end is inserted into a cast-iron pipe which usually extends ten or twelve feet up from the ground.

Copper, tin, galvanized iron and steel and "toncan" metal are used for metallic leaders. Copper is by far the best, and is used on all the better-class buildings. Tin or the galvanized steel are very little used, for neither will last any length of time. They are eaten away by rust and must be kept covered with paint. Galvanized iron is fairly durable if kept well painted, and if small enough gauge is used is not easily dented.

The joints in the case of all metals should be both soldered and riveted.

The leaders may be either round, square or rectangular in section. All forms may be corrugated or plain. The corrugated pipe has one distinct advantage over the plain pipe, and that is when the pipe is frozen, the corrugations give under the ice pressure and not the pipe itself.

Leaders are usually secured to the wall of the building by ornamental fittings in the case of copper leaders, and malleable iron fittings for the cheaper metals.

When leaders are placed inside the walls of

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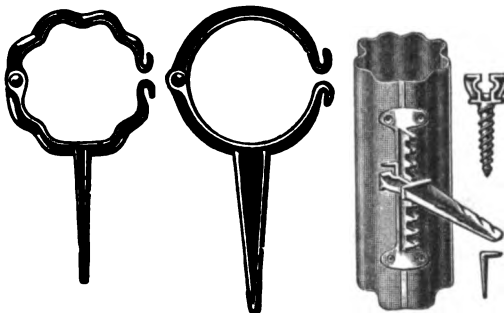
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buildings, cast iron pipe is the material generally used—the ordinary bell and spigot form. Sometimes wrought iron is used, but that is subject to corrosion and rusting more than cast iron, and so it is not considered as durable. The pipes must be set in the wall far enough to prevent freezing, and if possible the space around them should be packed with mineral wool; or if the building is steam-heated, a small steam-pipe could be made to run up inside the leader. The leader should always be as straight and perpendicular as possible. It should be carefully screened at its upper end with a heavy galvanized or copper wire screen to prevent leaves, sticks and other solid substances from entering the pipe. If possible, a wide connection should be made at the top to provide a hand-hole through which the leader pipe may be cleaned if necessary.

The way in which the leaders are connected to the roof gutter is very important, and should be given careful attention. For inside leaders the connection should be made by means of a short length of eight-pound lead or eighteen-ounce seamless drawn copper tubing, securely soldered to the gutter and caulked or screwed into the iron pipe by means of solder nipples or brass ferrules “solder wiped” to the lead or copper pipe. The mouth of the leader should be made funnel-shaped to provide an easy entrance for the rain-water without loss of head. Roofs that are surrounded by parapet walls should have overflows built in them through which the water may escape in case the leader inlet is obstructed with ice. A good method of connecting an inside leader with a gutter is shown in Figure 2. It will be

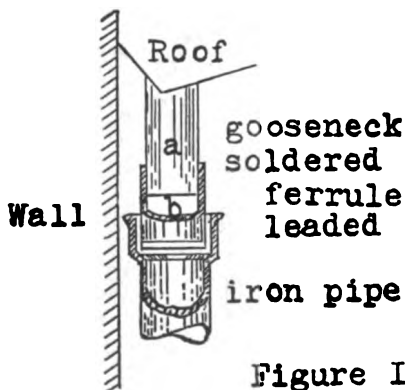


Figure II.

seen that the lead gooseneck or outlet (a) is securely soldered to a brass or tinned wrought iron ferrule (b), which in turn is leaded into the hub of the cast or wrought-iron leader.

Outside leaders should be provided with a service box into which the roof water can discharge. This service box should be set low enough so that in case the leader becomes stopped with ice, the water can overflow the box without backing upon the roof. To make sure that the water can never do this, an over-

flow spout can be put in the side of the leader head, as shown in Figure 3.

The design of leader-heads is a matter of taste, the only requisite being that they have sufficient capacity to take care of the water. Where hanging gutters are used, no leader heads are necessary, although they are often used for ornamentation only. The material used for leader-heads used to be lead entirely, and they were made very artistically. Now, however, iron has been substituted to a great

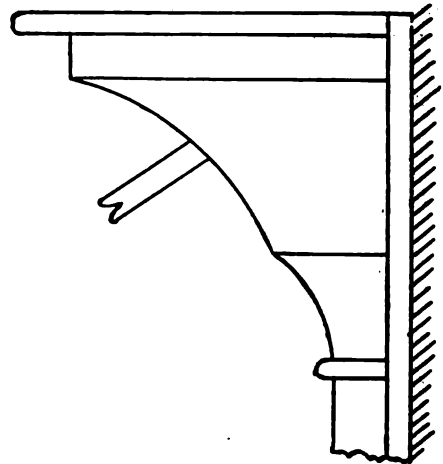


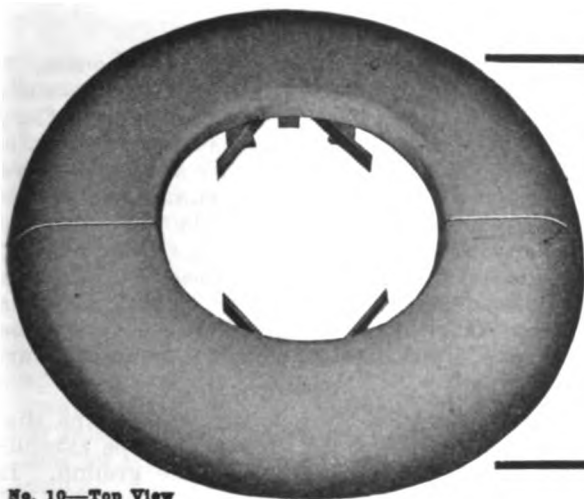
Figure III.

extent. The real cause for the substitution is principally the cheapness of the latter material and the comparative costliness of the former. The result has been that the artistic element of the matter has been made quite subordinate to the low cost of production. Of late years it has been recognized that after all lead is the best material for the purpose for more reasons than one. It has been found to be more durable and to have a much better appearance than iron, which must be painted in order to preserve it from decay.

A very important consideration in all leaders is that they should be smooth inside and not have any seams or projections that would be likely to catch small leaves or other objects which would cause the lodgment of other materials and finally close the pipe. As obstructions more easily occur in the bends or elbows than in any other part, the following suggestions should always be kept in mind when considering the putting in of elbows:

1. The elbows must be of proper angle; therefore a sixty degree or less angle is always more appropriate than an elbow of more angle, as it has pitch and will drain dry. A ninety-degree angle should never be used for a downspout, as it has no pitch and will not drain completely.

2. The elbows should at all times be made of a good grade of new material, and this material should be galvanized after formation,



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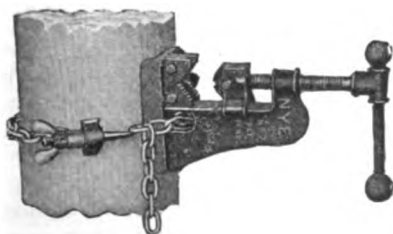
It takes all sizes of pipe from 1/8 to 2-inch coupling. The steel chain attachment is guaranteed to stand a strain of 2000 pounds. It will hold like a mortgage and the chain will not even mar a painted pole.

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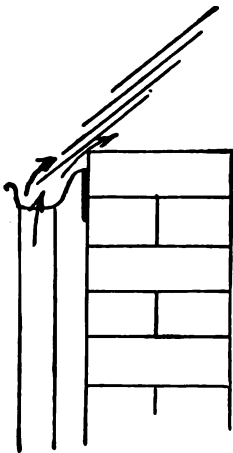
so as to cement the entire formation into one mass and coat all raw edges.

3. At all times elbows of a heavier gauge than the leaders should be used; for instance, a twenty-nine gauge conductor should be erected with full twenty-eight gauge elbows. This should be so because it is commonly known that the first to fail in a leader is the elbow; since it must guide the flow of water, it consequently suffers the entire strain and wear of the down-spout.

4. Elbows should be used at all times to get around cornices, mouldings and obstacles, as the commonly known "soldered break" into the pipe will cost more than an elbow, and it is not durable.

There is a practice in vogue in New England of using a leader of larger diameter than a gooseneck for the outlet to which it is connected, the idea being to allow for a coating of ice which may form inside the leader. There is no harm in this practice if the gooseneck is always made of ample diameter to conduct the large volume of water it may be called upon to carry off; but unfortunately many of the architects and sheet metal men use a conductor just large enough to receive the water and reduce the diameter of the gooseneck so as to preserve the customary difference in size between the leader and the gooseneck. They overlook the fact that the leader cannot carry any more water than is delivered to it through the gooseneck.

The leader should, of course, be connected with the sewer, and should be trapped, as otherwise it would simply be a flue for the passage of foul gases from the sewer into the house as shown in the diagram (Figure 4). It is



.. Figure IV.

often the case, too, that there are adjacent occupied buildings with windows higher than some of the surrounding roofs, and so it is very important that foul gas be prevented from entering the leaders. This gas is also corrosive; therefore, a trapped leader will prove more durable than an untrapped one on this account.

In the case of isolated country houses, it is best to run the leaders into a dry well, located some distance from the house. Care should be taken not to locate the well in a bed of stratified rock because instances have been known where the water running into such a well has run back through the rock into the cellar. Water leaders should never be allowed to discharge in the open, because this causes a constant moisture where the discharge takes place, and provides an excellent breeding-place for mosquitoes, besides causing a damp cellar.

Soil-Pipe.

As has been stated, the leader pipe discharges the rain water into a soil-pipe extending ten or twelve feet above the ground. It is not as difficult in this case as it was in that of the gutters and leaders to choose a suitable material, because the choice can be quickly narrowed down to two kinds, and one of these has been proven by experience as the best material to use.

In looking for proofs of the suitability of different kinds of soil-pipe, the advertising literature of some forty odd soil-pipe manufacturing concerns was studied. Such study proved to be of little use, however, because each concern reported experiments carried on by expert chemists and scientific men which proved absolutely that their product was the best. One thing was noticeable, however; that only one class of pipe makers were able to substantiate their experiments with proofs of long service under actual conditions, and these were the cast-iron pipe makers.

In order that the soil-pipe may be successful, it must fulfil the following conditions:

1. It must be strong enough to stand pressures without caused by the jarring of trucking in the street, settling of building, etc., and the pressure from within which may be caused by the pipe being blocked.

2. It must be large enough to carry off all the rain water as fast as it comes down the leader pipe.

3. It must be strong enough to stand the ramming and forcing out of any material which may have stopped the drain.

4. All joints must be tight to prevent a leakage and the entrance of roots of trees.

There are four kinds of pipe which have been used for soil-pipe, namely, steel, wrought iron, vitrified stone ware and cast iron pipe.

Of the four kinds, practical experience has shown that the steel pipe is practically worthless.

The wrought iron pipe has been used to some extent with more or less success, perhaps; but since it corrodes and rusts very quickly, it does not pay to use it as a sub soil-pipe.

The real choice must be made, therefore, between the vitrified stone ware and the cast iron pipes. In fulfilling the above conditions, it is well-recognized now that cast iron has

many distinct advantages over hard-burned glazed earthenware pipe or vitrified stoneware pipe. There are many points of comparison, but only a few of the most important ones will be mentioned here. The joints of a stoneware pipe must be cemented together, and it is impossible to make these joints sufficiently strong to withstand the jarring caused by refilling the ditch. The joints thus cracked permit the rain water to flow out and make the surrounding ground moist enough to attract roots. The roots readily enter the cracks, force the joints apart, and grow profusely in the pipe. Large roots growing over or under the pipe depress or raise it sufficiently to crack open the joints and so let out the rain water and let in the roots.

In the case of cast iron pipes, the joints are usually caulked with oakum and molten lead and can be made very tight. This pipe will resist root pressure and if thrown considerably out of line will give without breaking at the joints. The ability of cast iron to withstand the ravages of time has been demonstrated in many cases, a pipe taken out of the Astor House, New York, in good condition after eight years of service being a most striking example.

Conclusions.

In the preceding discussion, only the barest details have been given in an attempt to show what materials and methods are used in the construction and maintenance of gutters, leaders and sub-soil pipes. An effort was made to show where and why both these factors are successes or failures.

The rain water disposal systems as put up today cause the house owner a great deal of trouble and annoyance for one reason or another. It is believed some of these could be eliminated if the following suggestions were carried out:

I. Consider carefully the maximum amount of rain water that will have to be taken care of.

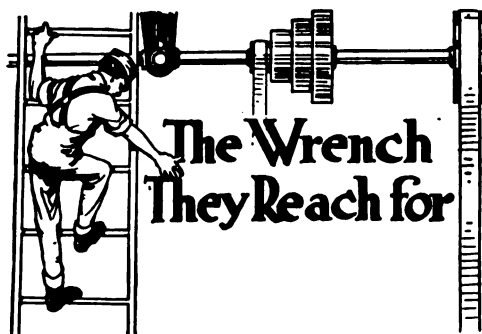
II. Study the conditions which would affect the life and serviceability of the system in question.

III. Select the best material obtainable with the idea of withstanding the conditions mentioned in I.

IV. Have the system erected by competent workmen.

Charles Hinman has been awarded the plumbing contract for the new Simpson Building at Escondido, Cal. He has been kept quite busy on residence work during the past summer

Notice has been published by the Master Plumbers' Association of Portland, Oregon, that after October 1st all work will be on the basis of \$1.25 per hour where their services are needed for less than eight hours, or \$8.00 for each period of eight hours or more. The government just now is paying such extremely high wages for plumbers and pipe fitters, and the navy has been calling for such men for a long time, that in the vicinity of Portland, and the Pacific Coast especially the shortage of men is acute.

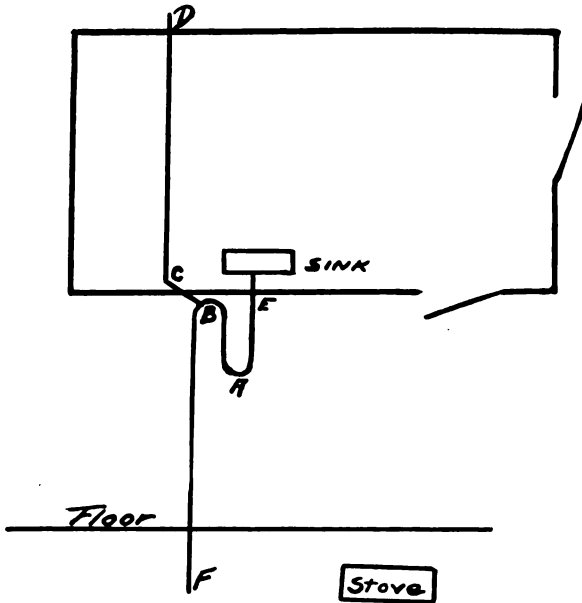


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TROUBLE WITH FREEZING TRAP

Being a reader of your magazine for some time, I would like to ask a favor of you. Enclosed is a rough diagram of a trap and sink which I am having trouble with. I have asked a plumber about this, but could get no satisfaction.

The trap freezes when the kitchen is warm and it is probably around zero outside. As you will notice by the diagram, it freezes where the vent comes in, and not on the side by the door. As it looks to me, it would be better if the vent came in below the floor; but is this practical? Is there such a thing as cold air coming down the vent, or is it the vent contracting the cold air? Kindly advise and oblige.

C-D—Vent in double-boarded shed entering trap at B.

B-C—In kitchen.

A-B—Part which freezes.

A-E—Part not freezing, although closer to door than A-B.

Answer:—Some plumbing regulations in numerous first-class cities allow sinks and lavatories to be set four feet from the vent, and do not require, in this distance, the crown vent of which the reader has a sample. Should advise him to cut out the crown vent and vent from below the floor two or more feet distant from where the sink drain or discharge pipe enters the other drain. With the vent so fixed there will be little danger of any sewer gas coming through the sink trap and undoubtedly such an arrangement will do away with the trap's freezing.

Carlson & Lyons have secured the plumbing contract on a bid of \$635 in the Kenwood school building at Bend, Oregon.

The Thomas Haverty Company, Los Angeles, Cal., has secured the contract at \$10,000, for installing the plumbing and heating system in the Santa Fe roundhouse to be built at Provo, Utah. The same company has the plumbing contract for the Linda Vista Santa Fe station and employes' dwelling houses, for the plumbing in the Venice high school auditorium and the plumbing in the first National Bank building at Oxnard.

Crowell & Sutton, 744 San Pedro street, Los Angeles, Cal., have the contract at \$2964 for the plumbing and gas fitting work to be installed in the two-story residence and outbuildings to be erected on the county estate of W. J. Hill, near the Midwick Country Club.

Creller & Seaman, Pasadena, have been awarded the contract at \$1900 for the plumbing in the two-story, sixteen-room residence now being erected on Wentworth avenue, Oak Knoll for Mrs. Grant Edmands.

Robertson & Cassou of Escondido, Cal., report keeping busy on the plumbing work in homes and ranches in their vicinity.

A. W. Place has removed his plumbing shop at Tulare, Cal., to his own building, and is expecting to keep busy throughout the Fall. He has had a very satisfactory season thus far.

Messrs. Rotermundt & Abele have engaged in the plumbing and sheet metal trade at Sonoma, Cal., and are expecting a good season's business.

J. B. Maxon, Boca, Cal., has purchased the plumbing shop of E. W. Jewell at Truckee, Nevada.



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Retail Selling Prices

The following retail selling prices are used by merchants in some of the large cities and are offered as a suggestion to retail merchants in smaller towns and cities where they do not have the opportunity of checking up their prices often. In many instances, owing to keen competition, these prices will be found low. In communities removed from the larger cities, transportation charges should be added. We do not believe these prices will be found high. Many merchants use them as the MINIMUM price at which goods are sold, especially where competition is close. We will be glad to receive suggestions and corrections as to any prices quoted herein and of any items not mentioned. Our service department will be glad to give any assistance.

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25 Short Stevens H. P.60	...
25 Stevens75	...
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32 Long, R. F.65	...
32 Ex. Long R. F.95	...
32 Short, R. F.90	...
32 Long R. F.	1.00	...
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bullet	2.10
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38 S. & W.	1.10	1.35
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MO	1.70
8 M-M Mauser SP&MO	...	1.70
8 M. Mannlicher SP&MO	...	1.70
MO	1.85
9 M-M Mannlicher SP&MO75
MO90
25-21 Stevens SP&MO	...	1.15
25-25 Stevens SP&MO	...	1.15
25-36 Marlin SP&MO	...	1.15
25 Rem. SP&MO	1.05
25-35 Win. SP&MO	...	1.45
25-35 Short Range Lead	...	2.20
250-3000 Sav. SP&MO	...	2.40
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CT & MO	1.30
30-30 SP&MO	1.30
30-30 Miniature MO	...	1.05
30-30 Short Range Lead	...	1.30
30 Rem. SP&MO	1.30
303 Sav. SP&MO	1.20
303 Sav. Min. MO	1.05
303 Sav. Short Range	...	1.85
Lead	1.85
80 Spgrfld 03 Rimless	...	1.85
SP&MO	1.85
80 Spgrfld 06 Rimless	...	1.75
SP&MO	1.55
30-220 Win. or Krag	...	1.75
SP&MO	1.80
30-220 Win. or Krag	...	2.80
Mid. Range SP&MO	...	1.80
303 British SP&MO95
32 Rem. SP&MO	1.10
32 Win. Self Ldg SP&MO	...	1.30
MO	1.50
32 Win. Special SP&MO	...	1.10
32-40 Lead	1.25
32-40 SP&MO	1.70
32-40 Hi Vel. SP&MO	...	1.45
32-40 Short Range Lead	...	2.35
32-40 Miniature MO	...	1.85
32 Win. SP&MO	1.85
35 Rem. SP&MO	1.60
35 Win. Self Ldg SP&MO	...	1.15
MO	1.85
35 Mod. 1895 SP&MO	...	1.60
351 Win. Self Ldg	1.15
38-55 Lead	1.25
38-55 SP&MO	1.50
38-55 Hi Vel. SP&MO	...	1.20
38-55 Lead	1.50
38-55 SP&MO	1.10
38-70 Lead	1.15
38-70 Lead SP&MO	...	1.45
38-72 Lead	1.15
38-72 SP&MO	1.85
40-60 Win. Lead	1.25
40-60 Marlin Lead	1.50
40-60 Win. SP&MO	...	1.10
40-65 Win. Lead	1.85
40-65 Win. SP&MO	...	1.25
40-70 Win. Lead	1.50
40-70 Win. SP&MO	...	1.25
40-72 Win. Lead

40-72 Win. SP&MO	1.50
40-82 Win. Lead	1.25
40-82 Win. SP&MO	1.50
401 Win. Self Ldg SP&MO	...
MO	1.35
405 Win. Mod. 95 SP&MO	...
MO	2.10
45-60 Win.	1.15
45-75 Win.	1.25
45-70 Win. 405 Gr. Ld.	1.25
45-70 Win. 405 Gr. SP&MO	...
MO	1.50
45-70 Win. Hi Vel. SP&MO	...
MO	1.55
45-90 Win. Lead	1.25
45-90 Win. SP&MO	1.50
45-90 Win. Hi Vel. SP&MO	...
MO	1.60
50-70 Gov't Lead	1.55

Shot Cartridges—

22 Long .....	.50
44 Win. Wood End	1.45
44 Marbles Game Getter	1.45
44 XL	1.50
40-82	1.35
45-70	1.35

Blank Cartridges—

22 .....	.20
32 S. & W. ....	.55
38 S. & W. ....	.70

Caps and Primers—

Percussion .....	.20
Musket Caps .....	.25
Primers, 100 in box .....	.35
Primers, 250 in box .....	.80

Loaded Shells—Black Powder—

10 Ga. BB or Buck, per box 25	1.20
10 Ga. 1 to 10	1.20
12 Ga. BB or Buck	1.10
12 Ga. 1 to 10	1.00
16 Ga. BB to 10	1.00
20 Ga. 1 to 10 .....	.85
28 Ga. 4 to 7 .....	.80

Smokeless Powder—Low Brass—

10 Ga. Ball, Buck, BB	...	1.35
10 Ga. 1 to 10 .....	...	1.30
12 Ga. Ball, Buck & BB	...	1.20
to 10 .....	...	1.10
16 Ga. Ball, Buck & BB	...	1.10
to 10 .....	...	1.10
20 Ga. Ball & BB to 10	...	1.10
28 Ga. 4 to 8 .....	...	1.10
410 or 36 Ga. ....	...	.70

Leader, Arrow High Brass—

10 Ga. Buck, Ball & BB	...	1.60
to 10 .....	...	1.80
12 Ga. Buck, Ball & BB	...	1.20
to 10 .....	...	1.20
16 & 20 Ga. Buck, Ball & BB to 10	...	1.20
12 Ga. 3 1/4 Dram or 28	...	1.80
Gr. ....	...	1.80

Case lots or more, 10% off on

Leader and Arrow.

Empty Paper Shells—Black Pow.—

12, 16, 20 Ga. per 100	...	1.50
10 Ga. per 100 .....	...	1.65

For Smokeless Powder, Repeater or

Nitro Club—

12, 16, 20, 28 Ga. per 100	...	1.80
10 Ga. per 100 .....	...	2.10

Leader or Arrow—

12, 16, 20, 28 Ga. ....	...	2.80
10 Ga. per 100 .....	...	2.40

Empty Brass Shells—

Best Qual. 12, 16, 20,	...	2.75
28, Box 25 .....	...	2.10

Wads—

Cardboard, box 250 ..	...	.20
Black Edge, Reg., box50

25040
Black Edge, 1/4 in., 12580

in box
Black Edge, 1/4 in., 250

in box
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RETAIL SELLING PRICE—Continued.

ADZES—House, \$3.75 each; Railroad, \$4.00 each; Ship 4½.
\$3.90 each; 4½, \$4.25 each; Lipd 25c extra.

ANCHORS—Screws per 100, 3-16, \$4.00; ¼, \$6.00.

ANVILS—Vulcan—No. 2, 20-lb., \$6.50; No. 3, 30-lb., \$7.50;
No. 4, 40-lb., \$8.75; No. 5, 50-lb., \$10; No. 6, 60-lb., \$11;
No. 7, 70-lb., \$12; No. 8, 80-lb., \$13. Trenton—80 to 425
lb., 22½c lb.; 70 to 79 lb., 23c lb.; 60 to 69 lb., 23½c
lb.; 50 to 59 lb., 24½c lb. With Clip Horn, 2c per lb.
extra.

APRONS—Carpenters—California Leg, \$1.50; No. 12 Long
Brown, \$1.25; No. 2 Short Brown, 60c.

ASBESTOS—
Mill Board \$.80 per lb. Out. \$.85 per lb.
Paper30 per lb. .35 per lb.
Wicking, ½-lb. balls, each70
Wicking, 1-lb. lots, per lb. 1.85
Cement, per sack 6.00

AUGERS—	Nut	Ship			
		Sizes	With	Without	
¼	.50	in 16's	Screw	Screw	
½	.50	5 to 10	\$1.15	\$1.40	
¾	.85	11	1.80	1.55	
1	1.15	12	1.30	1.55	
1½	1.40	13	1.40	1.65	
1¾	1.80	14	1.40	1.65	
2	2.15	15	1.60	1.85	
2½	2.50	16	1.60	1.85	
3	3.00	17	1.70	2.00	
3½	3.75	18	1.70	2.00	
4	5.00	19	1.90	2.25	
5	6.75	20	1.90	2.25	
		21	2.00	2.40	
		22	2.00	2.40	
		23	2.35	2.70	
		24	2.35	2.70	
		25	2.60	3.15	
		26	2.60	3.15	
		27	2.85	3.75	
		28	2.85	3.75	
		29	3.75	4.25	
		30	3.75	4.25	
		31	4.25	5.00	
		32	4.25	5.00	

Boring Machine—	
1	.90
1½	1.00
1¾	1.25
2	1.50
2½	2.00

Ouban Ring—	
1	1.50
1½	1.75
1¾	2.00
2	2.50
2½	2.85

Post Hole—
Vaughns \$1.65
Iwan 6-inch 2.50
Eureka 2.00

AXES—Boys American, \$1.50; best grade, \$1.75. Single Bit
Hdl. Am., \$2.00; best grade Hdl., \$2.25. Dbie. Bit Ameri-
can, \$2.50; best grade Hdl., \$3.00. Not Hdl.—S. B.
best grade, \$2.00; D. B., best grade, \$2.50.

BABBITT—1, 35c lb.; 2, 30c lb.; 3, 27c lb.; 4, 22c lb.;
Magnolia, 50c lb.; CH, 75c lb.; Motor, \$1.00 lb.

BATTERIES—Dry, 2½x6, each 45c.

BARS—Bent Claw, 20-in., each, 75c; 24-in., 85c; 30-in., \$1.
Crow Bars—15c lb.

BELLS—Kentucky Cow—No. 0, 85c each; No. 1, 75c each;
No. 2, 60c each; No. 3, 45c each; No. 4, 35c each; No. 5,
80c each; No. 6, 25c each; No. 7, 20c each.

BEVELS—Sliding T—No. 18: 6-in., 75c 8-in., 90c; 10-in.,
\$1.00. No. 25: 6-in., 50c; 8-in., 55c; 10-in., 60c; 12-in.,
65c; 14-in., 75c.

BIBBS—	Size	List	Retail
Finished Plain	¾	\$22.20	\$1.00
	1	28.20	1.25
N. P. Plain	¾	25.80	1.10
	1	31.80	1.35
Finished Comp. H. Bibb	¾	25.20	1.25
	1	31.20	1.35
N. P. Comp. H. Bibb	¾	28.80	1.35
	1	34.80	1.50
Fuller Bibbs N. P.	¾	31.20	1.50
Plain	¾	36.00	1.75
Fuller N. P. Hose	¾	34.80	1.60
	1	39.60	1.85
N. P. Plain Quick Comp. or Self	¾		
Closing	¾		1.90
	1		2.10

BITS—Auger	R. J.	Car		
		Irwin	Irwin	Common
3-16	.55	.40	1.00	.25
4-16	.50	.40	1.00	.25
5-16	.50	.40	1.00	.25
6-16	.55	.40	1.00	.25
7-16	.55	.40	1.00	.25
8-16	.60	.45	1.00	.25
9-16	.60	.45	1.15	.30
10-16	.65	.50	1.25	.35
11-16	.70	.55	1.35	.35
12-16	.75	.60	1.40	.35
13-16	.80	.65	1.50	.40
14-16	.85	.70	1.60	.40
15-16	.95	.75	1.65	.55
16	1.00	.75	1.75	.60
Sets Common, 8 bit, \$2.75; 13 bit, \$4.50; Sets R. J., \$8.00; Sets Irwin Pat., \$6.00.				

Clark's Expansive, small, \$1.15; large, \$1.50.
Steers, small, \$2.00; large, \$2.50.

BLADES—Hack Saw—8-in., 10c; 9-in., 15c; 10-in., 15c;
12-in., 20c. Power, 14-in., 35c.

EXTENSION BIT HOLDERS—12-in., \$1.25 each; 18-in.,
\$1.50 each; 24-in., \$1.75.

BLOCKS—Wood Tackle List.

BLOCKS—Steel Tackle—	Single		Double	
	Size.	Com.	Size.	Com.
3	.85	\$1.65	7	\$1.65
4	1.00	2.00	8	1.85
5	1.15	2.15	10	2.40
6	1.40	2.50		

BLOWERS—No. 400 Champion, \$30. No. 40 Lancaster, \$19.

BOARDS—Stove—W. L.: 24x24, \$1.40; 24x36, \$2.00; 36x26,
\$1.65; 26x32, \$2.00; 28x28, \$1.95; 28x34, \$2.35; 30x30,
\$2.25; 30x38, \$2.75; 38x38, \$2.80; 32x42, \$3.35; 36x36,
\$3.85. P. L.—18x18, 55c; 24x24, \$1.00; 36x36, \$1.15;
28x28, \$1.25; 30x30, \$1.50; 26x30, \$1.45; 28x32, \$1.65.
Wash Boards—Glass Queen, each 65c; Brass Queen, each
85c; Zinc Queen, each 50c.

BOXES—Mitra—		Langdon—	
Goodell—		15	19.50
26x4	\$15.00	16	20.00
28x5	16.50		
30x5	17.00	Acme—	
30x6	19.00	72	17.00
New Langdon Imp.—		73	18.00
32	14.50	74	19.00
38	15.00	Stanley—	
34	17.00	246	14.25
35	17.50	50½	7.50
Stearns—		244	14.00
1	2.75	358	18.25
Perfection—		460	19.00
2	3.25	346	14.25
Parts: Add to list, 35%.			

BOLTS—		Contractors.		Retail, by doz.	
Carriage—		Plus 10%	Plus 50%		
Small		Plus 25%	Plus 50%		
Large					
Machine—		Plus 10%	Plus 50%		
Small		Plus 25%	Plus 50%		
Large					
Stove Bolts, 80% off List.					
Stud		Plus 30%	Plus 50%		

BRACES—		811		911		923		945		956	
6		\$2.85	\$2.25								
8		2.85	2.25								
10		3.50	3.00	2.50	\$1.75	\$1.85					
12		3.75	3.25	3.00	2.00	1.00					
14		4.25	3.75	3.25							
16		4.50									
			993	921	955						
8		3.00	3.00								
10		4.15	3.25	1.50							
12			3.50	1.65							
			8008	8010	8012	8014					
PS&W		\$3.00	\$3.25	\$3.50	\$3.75						

BRACKETS—Shelf—		Japanned—		Pair		B. P.—		Pair	
8x4	.20	8x4	.35						
4x5	.25	4x5	.40						
5x7	.30	5x7	.50						
6x8	.40	6x8	.65						
7x9	.45	7x9	.75						
8x10	.50	8x10	.80						
10x12	.65	10x12	1.00						
12x14	1.00	12x14	1.25						
16x18	2.25			N.P. & O.C. same as B.P.					

BRADS—Wire.		Bulk per lb.		¼-lb. pkgs.		½-lb. pkgs.	
¾ & ¾ inch	.30	¾	.15	¾	.10		
¾ to 1 ¼ inch	.30	¾	.15	¾	.10		
1 ¼ to 2 inch	.15	¾	.15	¾	.10		

BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sign, 80c;
Spring, \$1.10.

BREAD MAKERS—Universal—No. 2, each, \$2.25; No. 4,
\$2.50; No. 8, \$3.50.

BUCKETS—		Common Galv.		Each		Stock—		Each	
8	.40	14	.90						
10	.50	16	1.00						
12	.60	18	1.15						
14	.65	20	1.25						
16	.75			Well Galv.	Each				
Garbage Galv.	Each	10 Qt.	.85						
00	\$1.60	12 Qt.	1.00						
02	1.85	Wood—	Each						
08	2.25	Short ear	.85						
		Strap ear	.90						

CANS—Garbage—15, \$3.50; 16, \$4.00; 18, \$4.50; 20, \$5.00.
Oil, Galv., size 1 Gal., each, 50c; size 2 Gal., 85c; 5 Gal.
with faucet, \$1.50; 5 Gal. with spout, \$1.45.

CANTHOOKS—Maple Handle 2½x4½, each, \$2.25.

CAPS—Roofing, per lb., 15c.

CARBORUNDUM—Grain, per lb., bulk, 40c.

RETAIL SELLING PRICE—Continued.

CHAIN—				CLIPPERS—Bolt—				Extra Cutters							
German Coll. Ft.				Brass Safety. Yd.				No. New Easy—				No. 0			
000 .08				00 .30				No. 0 .33.55				No. 0 .22.00			
00 .07½				0 .35				No. 1 .42.55				No. 1 .22.55			
0 .07				1 .35				No. 2 .60.00				No. 2 .80.00			
1 .06½				2 .35				No. 3 .76.55				No. 3 .87.75			
2 .06				2 .35				O. K.—							
3 and larger .05½				Nickle Safety. Yd.				10-inch .15.00				10-inch .17.75			
Passing Link. Lb.				0 .25				CLOCKS—Alarm—Flash, each, \$1.50; Indian, \$1.25; Cascade, \$2.00; Recall, \$2.50.							
00 (8-16) .08				1 .30				CLOTH—Emery Nos. 00 to 3, 10c per sheet straight. Carborundum or Aloxite, Nos. 80 to 180, 10c straight. Hardware Cloth, Nos. 2, 3 & 4, 10c sq. ft.							
000 (18-64) .08								WIRE CLOTH—							
Proof Coil—								Black, sq. ft. .04				Pearl .08			
8-16 .22				Lb. Lb. Lb.				Galvanized .06				Copper Bronze .16			
7-32 .85				8-16 .40				CLEANERS—Window—							
¼ .18				¾ .82				Rubber—							
9-32 .80				11-32 .27				10-inch .25				16-inch .40			
5-16 .28				¾ .15				12-inch .30				18-inch .45			
11-32 .27				¾ .15				14-inch .35				16-inch .50			
¾ .26				¾ .15				COAL—Blacksmith—							
7-16 .25				¾ .14½				Catch weight sacks, per 100 lbs. \$1.85							
¾ .23				¾ .14½				Per 125-lb. sack 2.35							
¾ .14				¾ .14				COAL CHUTES—Hercules—							
¾ .14				¾ .14				No. 1, 16x18 \$13.00				No. 5, 20x24 \$17.50			
1 .14				¾ .14				No. 2, 18x20 15.00				No. 6, 16x18 14.50			
Jack Chain—				Log Chains—				No. 3, 20x24 20.00				No. 7, 20x24 17.50			
Brass, Yd. Iron, Yd.				5-16-12 \$8.00				No. 4, 16x18 11.00				No. 8, 18x24 38.00			
8 .30				14 8.25				COLORS—Dry—							
10 .50				16 8.50				Lamp Black .25				Van Dyke .18			
12 .30				¾-12 8.50				Ivory Drop Black .25				Chrome Green .25			
14 .25				¾-12 8.50				Prussian Blue .85				Chrome Yellow .25			
16 .30				14 8.75				Ultra Blue .50				Ochre Golden .10			
18 .15				16 4.00				Umber Raw .15				Ochre Yellow .04			
20 .15				Brass Ladder—Yd.				Umber Burnt .15				Venetian .04			
				Size 18 .25				Sienna Raw .15				Indian Red .15			
CHALK—Carpenters, per piece, 2½c. School Crayon, per gross 50c; 6 for 5c.								Sienna Burnt .15							
CHALK LINE—Yellow, per 100 ft. hank, 15c. Braided White, 30-ft. hanks, size 120, each 5c; size 220, 5c; size 320, 5c. 50-ft. balls, size 150, each 10c; size 250, each 10c; size 350, each 10c.								COLORS—In Oil—							
CHECKS—Door—A-11, \$4.10; B-12, \$5.50; C-13, \$6.80; D-14, \$7.70; E-15, \$10.50. For hold open arm add 75c each.								Black—Eng Coach lb. \$.50				Red—Amer Verm. lb. .60			
CHOPPERS—Meat and Food—								Ivory Drop, lb. .40				Eng Verm. ½ lb. 1.85			
Universal—				Enterprise—				Lamp, lb. .45				Tuscan .45			
0 \$1.50				5 \$2.50				Blue—Prussian ¼ lb. .40				Indian .30			
1 1.75				10 4.25				¼ lb. .65				Venetian .25			
2 2.00				501 1.25				1 lb. 1.25				Rose Pink .60			
3 2.75				602 1.50				Ultram ¼ lb. .20				Rose Lake 1.00			
CHURNS—Barrel—								¼ lb. .35				Dutch Pink .75			
Acme—								1 lb. .60				Carmine 1.85			
0 \$5.25				8 \$7.50				Cobalt 1 lb. .80				Turkey 1.65			
1 5.75				4 9.00				Brown—R&B Sienna 1 .40				Para 1.25			
2 6.25				5 10.50				Umber 1 lb. .40				Yellow—Chrome lb. .50			
Glass Family—								Van Dyke 1 lb. .50				Ochre—Golden lb. .35			
Universal—				Dasey—				Green—Chrome 1 lb. .40				Yellow, 1 lb. .25			
15 \$1.50				10 \$1.25				COMPOUND—				Welding Heat Cherry Climax			
25 2.00				20 1.75				5-lb. boxes, lb. .18				.18			
35 2.50				30 2.25				50-lb. boxes, lb. .18				.18			
45 3.00				40 2.75				COPPER—Sheet, 85c lb.							
Dash IX Tin—								CORD—Sash—				Common—			
2 Gal. \$1.35								Hank				Ft.			
CHISELS—								No. 6 \$1.00				.01½			
Bucks				Whites				No. 7 .110				.01½			
No. 86				No. 2				No. 8 .135				.02			
¾ .70				¾ .90				No. 9 .175				.02½			
¾ .75				¾ .95				No. 10 .200				.03			
¾ .80				¾ 1.00				No. 12 .275				.03½			
¾ .85				¾ 1.05				Samson Spot, per lb. .10				.20			
¾ .90				¾ 1.15				Tinned Picture—				.10			
¾ .95				¾ 1.25				No. 0, Pk. .10				No. 3, Pk. .20			
1 1.00				1 1.80				No. 1, Pk. .10				No. 4, Pk. .25			
1 1.15				1 1.40				COTTERS—Spring, discount 60%.							
1 1.35				1 1.50				CRAYON—Lumber, each 15c; 2, 25c.							
1 1.50				1 1.60				Hose Couplings—Com. Size ½, each 20c; ¾, 20c; 1, 20c.							
1 1.60				1 1.80				CUTTERS—Pipe—							
2 1.40				2 1.80				Barnes—				Saunders—			
Cold				Cold				No. 1 .25.50				Each			
Comm. \$.30				Comm. \$.30				No. 2 .30.80				No. 1 .18.80			
5-16 .30				5-16 .30				No. 3 .50.50				No. 2 .27.00			
¾ .25				¾ .25				No. 4 .11.00				No. 3 .60.60			
¾ .80				¾ .80				DAMPERS—Stove Pipe—							
¾ .85				¾ .85				30c; 8, 40c; 9, 50c; 10, 60c.							
¾ .45				¾ .45				DIVIDERS—Wing No. 85—							
¾ .60				¾ .60				6 .50				10 .90			
¾ .75				¾ .75				7 .65				12 1.00			
¾ .95				¾ .95				8 .75							
Cold Eye or Hot Eye: 1¼, 75c; 1½, 90c; 1¾, \$1.00.								DOLLIES—Timber—							
CLAMPS—								No. 649, 6-inch \$7.50				No. 650, 8-inch \$10.50			
Mall.				Screw				DOORS—Ash Pit—							
2½-inch .50				2-inch \$4.75				8x8, each \$1.00				10x12, each \$1.25			
3-inch .65				3-inch 6.00				8x10, each 1.25				12x15, each 2.25			
4-inch .75				4-inch 7.00				DOORS—Screen—							
5-inch .90				5-inch 8.00				Common, ¾-inch, 2-6x6-6 \$1.35							
6-inch 1.15				6-inch 12.50				Common ¾-inch, 2-6x6-6 1.60							
8-inch 1.75								Common 1½-inch, 2-6x6-6 1.75							
10-inch 2.50								Common 1½-inch, 2-8x6-8 1.85							
12-inch 2.75								Common 1½-inch, 2-10x6-10 2.00							
CLEAVISES—Malleable, 15c lb.								Common 1½-inch, 3x7 2.15							
CLIPS—Wire Rope "Bulldog"—3-16 to ¾ inc., each 15c; ¾, 15c; ¾, 20c; ¾, 30c; ¾, 35c; 1-in., 45c.															

DRILLS—

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RETAIL SELLING PRICE—Continued.

L. & G. ENAMELED WARE—

Oval Foot Baths.	15050	Drinking Cups.	220	2.00	Covered Bake Pans.				
0	.....	\$1.15		08	.....	.15		1	.....	\$ .65
1	.....	1.40		09	.....	.15			Round Bake Pans.	
2	.....	1.65		010	.....	.20		20	.....	\$ .40
3	.....	2.00		8	.....	.15		30	.....	.45
4	.....	2.50		9	.....	.20		40	.....	.50
Coffee Biggins.	850	.....	1.00	10	.....	.30		50	.....	.55
0	.....	.80		11	.....	.25		60	.....	.60
0185						Bed or Douche Pans.	2	\$2.00	
00	.....	.95		Pieced Cups.	20	.....	.15		Bed Pans.	
010	.....	1.05		25	.....	.20		1	.....	\$3.00
020	.....	1.20		40	.....	.30			Bread Pans.	
030	.....	1.30						2	.....	\$ .35
040	.....	1.45		Straight Cups.	0	.....	.20	11	.....	.35
050	.....	1.60		5	.....	.25		12	.....	.45
Coffee Boilers.	12501	.....	2.00	120	.....	.40		13	.....	.55
60	.....	\$1.10		Miners' Cups.	50	.....	.40		Oblong Pans.	
70	.....	1.25		Measuring Cups.	10	.....	.30	03	.....	\$ .35
80	.....	1.50		After Dinner Cups & Saucers.	53	.....	1.05	04	.....	.40
90	.....	1.80		10	.....	.35		01	.....	.30
100	.....	2.50		Cups & Saucers.	54	.....	1.25	02	.....	.35
601	1.25		10035			Sponge Cake Pans.	200	\$.35
701	1.40		2035			Oblong Stove Pans.	100	\$.45
801	.....	1.65		400	.....	.40		200	.....	.50
901	.....	2.10		Onapidors.	10	.....	.45	300	.....	.65
1001	.....	2.75		20	.....	.55		325	.....	.75
Fish Boilers.	10	.....	\$1.60	30	.....	.65		350	.....	.85
218	.....	\$4.00		Flaring Cocoa Shaped Dippers.	24	.....	.60	400	.....	.95
220	.....	4.50		161	.....	.25		425	.....	1.00
222	.....	5.00		151	.....	.25		450	.....	1.05
2181	.....	4.25		Genuine Cocoa Shaped Dippers.	32	.....	1.05	475	.....	1.15
2201	.....	4.75		55	.....	.50		500	.....	1.25
2221	.....	5.50		Cup Dippers.	40	.....	2.00	550	.....	1.45
Ham Boilers.	170	\$2.75	925			Square Stove Pans.	110	\$.65
175	.....	3.00		11	.....	.35		111	.....	.70
Milk or Rice Boilers	14	.....	.95	010	.....	.25		112	.....	.75
16	.....	1.00		011	.....	.30		113	.....	.85
18	.....	1.15		012	.....	.35		114	.....	1.00
20	.....	1.35		Windsor Dippers.	100	.....	.30	115	.....	1.15
22	.....	1.50		110	.....	.30		116	.....	1.25
24	.....	1.75		112	.....	.35		118	.....	1.40
26	2.00		11440			Square Jelly Cake Pans.	99	\$.30
28	.....	2.50		Oblong Soap Dishes.	50	.....	.30	100	.....	.35
29	.....	3.00		60	.....	.30		90	.....	.35
141	1.00		06030			Jelly Cake Pans.	8	\$.25
141	.....	1.10		Sink Drainers.	7	.....	.25	9	.....	.25
181	.....	1.25		40	.....	.40		10	.....	.30
201	.....	1.40		Coffee Flasks.	10	.....	.50	68	.....	.25
221	.....	1.65		Round Coffee Flasks.	110	.....	.65	69	.....	.30
241	.....	1.90		210	.....	.75		70	.....	.30
261	2.15		Pieced Funnels.	0130		Mountain Cake Pans.	78	\$.30
281	.....	2.75		02	.....	.30		79	.....	.30
361	.....	3.50		03	.....	.35		80	.....	.35
52	1.05		0440			Oval Dish Pans.	15	\$1.50
52 1/2	.....	1.15		05	.....	.55		18	.....	.75
53	.....	1.20		06	.....	.65		22	.....	2.00
53 1/2	1.35		Fruit Jar Fillers.	2025		Dish Pans.	80	\$.95
54	.....	1.50		Berlin Kettles.	02	.....	.55	100	.....	1.00
56	.....	2.00		03	.....	.65		140	.....	1.15
58	.....	2.50		04	.....	.75		170	.....	1.35
52 1/2	.....	1.15		05	.....	.85		210	.....	1.55
53 1/2	.....	1.35		06	.....	.90		300	.....	2.35
53 1/2	.....	1.50		08	.....	1.15		400	.....	3.50
54 1/2	.....	1.65		010	.....	1.35		101	.....	.95
56 1/2	.....	2.15		012	.....	1.65		141	.....	1.05
58 1/2	.....	2.75		021	.....	.65		171	.....	1.25
Smls. Bowls.	1	\$.45	03175			Rinsing Pans.	08	\$.85
9-10	.....	.20		041	.....	.90		010	.....	.95
12-14	.....	.25		051	.....	1.00		012	.....	1.00
16	.....	.30		061	.....	1.15		014	.....	1.05
18	.....	.35		081	.....	1.40		017	.....	1.25
2040		0101	1.65			Lipped Fr. Pans.	80	\$.30
22	.....	.45		0121	.....	1.85		81	.....	.35
24	.....	.50		Convex Kettles.	212	.....	\$1.05	82	.....	.40
26	.....	.60		214	.....	1.25		83	.....	.45
28	.....	.70		216	.....	1.50		84	.....	.50
30	.....	.85		218	.....	1.75		85	.....	.60
Soup Bowls.	125	.....	\$ .25					86	.....	.65
Wash Bowls.	2835						National Fry Pans.	49	\$.30
30	.....	.45						50	.....	.35
32	.....	.50						51	.....	.45
34	.....	.60						52	.....	.50
36	.....	.70						53	.....	.55
Covered Buckets.	19	.....	\$ .35					54	.....	.65
2140										
21 1/245										
2250										
2360										
2470										
2685										
28	1.00										
30	1.25										
32	1.50										

RETAIL SELLING PRICE—Continued.

55 ..... .70	Lipped Sauce Pans.	58 Soup Plates.	1450 1.60	218 6.00
56 ..... .75	9 ..... .25	59 ..... .30	1650 1.90	224 7.50
Muffin Pans.	10 ..... .30	60 ..... .35	1850 2.25	236 9.00
406 ..... .45	12 ..... .35	Coffee Pots.	Berlin Sauce Pots.	312 9.00
408 ..... .55	14 ..... .35	2 1/2 ..... .55	02 ..... .55	318 12.00
409 ..... .65	16 ..... .35	3 ..... .60	03 ..... .65	324 15.00
412 ..... .75	18 ..... .40	4 ..... .65	04 ..... .75	386 18.00
Corn Cake Pans.	20 ..... .45	5 ..... .65	05 ..... .85	Bread Raisers.
706 ..... .55	22 ..... .55	15 ..... .65	06 ..... .90	10 \$1.75
708 ..... .65	24 ..... .60	25 ..... .75	08 1.15	14 2.00
709 ..... .75	26 ..... .65	35 ..... .85	010 1.40	17 2.25
712 ..... .85	28 ..... .80	45 ..... .90	012 1.65	21 2.75
Milk Pans.	30 ..... .95	55 1.05	021 ..... .65	101 2.00
00 ..... .20	Straight Sauce Pans.	21 1/2 ..... .55	081 ..... .75	141 2.25
0 ..... .20	250 ..... .55	31 ..... .60	041 ..... .90	171 2.75
11 ..... .25	350 ..... .65	51 ..... .65	051 1.00	211 3.25
15 ..... .25	450 ..... .80	151 ..... .75	061 1.15	Nesco Perfect
20 ..... .30	650 1.00	251 ..... .85	081 1.25	Roasters.
30 ..... .35	Shallow Stew Pans.	351 ..... .90	0101 1.25	150 \$2.50
40 ..... .40	3 ..... .30	451 1.00	0121 1.85	180 3.25
50 ..... .50	4 ..... .35	551 1.15	Convex Sauce Pots.	200 4.20
60 ..... .55	5 ..... .40	65 1.25	212 \$1.05	Grocers' Scoops.
80 ..... .65	6 ..... .50	025 1.00	214 1.25	2 \$.40
100 ..... .70	Deep Stew Pans.	035 1.15	216 1.50	8 ..... .50
120 ..... .85	14 ..... .35	045 1.25	218 1.75	4 ..... .55
Pudding Pans.	16 ..... .35	055 1.50	220 2.00	5 ..... .65
50 ..... .25	18 ..... .40	051 1.00	222 2.50	20 ..... .55
100 ..... .25	20 ..... .45	0151 1.05	2121 1.20	30 ..... .65
150 ..... .30	22 ..... .50	0251 1.15	2141 1.40	40 ..... .85
200 ..... .35	Molasses Pitchers.	0351 1.20	2161 1.75	50 1.00
400 ..... .40	601 \$.55	0451 1.40	2181 2.00	Flat Skimmers.
500 ..... .50	Convex Water	0551 1.55	2201 2.25	9 \$.20
600 ..... .55	Pitchers.	Tea Pots.	2221 2.75	10 ..... .30
800 ..... .65	401 ..... .60	00 ..... .50	Oval Sauce Pots.	11 ..... .35
1000 ..... .70	402 ..... .65	01 ..... .55	2 \$2.00	12 ..... .25
Pus Pans.	403 ..... .75	0 ..... .65	3 2.25	Spittoons.
1 ..... .50	404 ..... .85	10 ..... .70	4 2.50	200 \$.85
2 ..... .55	405 ..... .90	20 ..... .80	20 2.25	800 1.10
3 ..... .65	406 1.00	30 ..... .85	30 2.50	Club Spittoons.
30 ..... .75	Water Pitchers.	40 ..... .95	40 2.75	100 \$1.25
Berlin Sauce Pans.	5 \$1.00	50 1.05	Straight Sauce Pots.	150 \$2.50
02 ..... .55	10 1.15	001 ..... .60	014 ..... .50	Basting Spoons.
03 ..... .65	20 1.25	011 ..... .65	016 ..... .65	10 \$.15
04 ..... .75	0 ..... .70	01 1/2 ..... .70	018 ..... .70	12 ..... .20
05 ..... .85	1 ..... .80	101 ..... .80	020 ..... .85	14 ..... .20
06 ..... .95	2 ..... .90	201 ..... .85	022 1.00	16 ..... .20
08 1.15	3 1.05	301 ..... .95	024 1.25	18 ..... .25
010 1.35	4 1.20	401 1.05	026 1.50	Steamers.
012 1.65	6 2.00	501 1.15	028 2.00	7 \$1.15
021 ..... .65	Pitchers & Bowls.	1000 ..... .95	080 2.25	8 1.25
081 ..... .75	100 \$1.55	1010 1.00	082 2.50	9 1.50
041 ..... .90	200 1.75	1020 1.15	80 1.25	Tea Steepers.
051 1.00	Dinner Plates.	1030 1.25	100 1.50	2 \$.50
061 1.15	19 ..... .25	1040 1.40	120 1.75	3 ..... .55
081 1.40	20 ..... .30	1050 1.55	160 2.25	Handy Strainers.
0101 1.65	21 ..... .35	2000 1.00	200 2.75	140 \$.15
0121 1.85	Pie Plates.	2010 1.10	301 1.40	Gravy Strainers.
Comb. Dbl Sauce	27 \$.20	2020 1.20	1001 1.75	2 \$.35
Pans.	28 ..... .20	2030 1.35	1201 2.00	Jelly Strainers.
1 \$1.50	29 ..... .25	2040 1.45	1601 2.50	20 \$.30
11 1.75	30 ..... .30	2050 1.65	2001 3.00	Oake Turners.
Comb. Triple Sauce	31 ..... .35	Fireless Cooker Pots.	Covered Stove Pots.	13 \$.15
Pans.	38 ..... .55	420 ..... .85	706 \$1.25	14 ..... .20
10 \$2.25	39 ..... .55	620 1.15	707 1.50	Female Urinals.
101 2.50	40 ..... .60	820 1.40	708 2.00	1 \$2.00
Sauce Pans.	41 ..... .85	1420 1.25	709 2.50	Male Urinals.
162 ..... .55	Lebanon Pie Plates.	1820 1.60	7061 1.50	2 \$1.85
163 ..... .60	47 ..... .25	1820 1.90	7071 1.75	
164 ..... .70	48 ..... .25	450 1.15	7081 2.25	
	49 ..... .30	650 1.55	7091 2.75	
	50 ..... .30	850 1.85	Soup Stock Pots.	
			212 \$4.50	

PIPE FITTINGS—

	1/4	3/8	1/2	3/4	1	1 1/4	1 1/2	2	Unions, black	18	22	25	30	35	40	45	50	60	75
Bushings, black	.06	.06	.06	.07	.08	.10	.12	.18	Unions, galv.	28	30	35	40	45	50	60	75	100	125
Bushings, galv.	.10	.10	.10	.13	.16	.18	.23	.35	NIPPLES—Right Hand.	2	2 1/2	3	3 1/2	4	5	6	7	8	
Caps, black	.08	.08	.08	.13	.16	.25	.30	.50	1/4, black	.04	.06	.06	.06	.07	.08	.10	.12	.15	
Caps, galv.	.10	.10	.13	.18	.25	.45	.55	.75	1/4, galv.	.06	.11	.11	.11	.12	.14	.16	.18	.22	
Couplings, black	.07	.08	.10	.13	.16	.22	.26	.36	1/4, black	.04	.06	.06	.06	.07	.08	.10	.12	.15	
Couplings, galv.	.08	.11	.13	.18	.25	.32	.42	.50	1/4, galv.	.06	.11	.11	.11	.12	.14	.16	.18	.22	
Crosses, black	.19	.27	.38	.60	.65	.75	1.25		1/2, black	.04	.06	.06	.06	.07	.08	.10	.12	.15	
Crosses, galv.	.25	.38	.55	.85	1.00	1.40	2.10		1/2, galv.	.06	.11	.11	.11	.12	.14	.16	.18	.22	
Elbows, black	.08	.10	.13	.15	.20	.30	.36	.60	3/4, black	.05	.07	.07	.07	.08	.10	.12	.14	.16	
Elbows, galv.	.10	.15	.18	.20	.30	.50	.60	1.00	3/4, galv.	.06	.11	.11	.11	.12	.14	.16	.18	.22	
45 deg. Elbows, blk	.08	.10	.13	.15	.25	.50	.60	.80	1, black	.08	.13	.13	.13	.13	.15	.18	.23	.25	
45 deg. Elbows, galv.	.10	.15	.18	.25	.43	.75	.80	1.20	1, galv.	.11	.19	.19	.19	.19	.24	.28	.34	.38	
St. Elbows, black	.07	.10	.15	.25	.28	.38	.45	.75	1 1/4, black	.11	.17	.17	.17	.17	.20	.24	.29	.33	
St. Elbows, galv.	.10	.15	.22	.38	.40	.57	.70	1.82	1 1/4, galv.	.17	.29	.29	.29	.29	.34	.38	.45	.52	
Floor Flanges, black	.04	.06	.07	.13	.19	.25	.30	.36	1 1/2, black	.18	.20	.20	.20	.20	.25	.29	.36	.40	
Lock Nuts, black	.05	.07	.10	.20	.28	.37	.40	.55	1 1/2, galv.	.21	.21	.21	.21	.21	.25	.29	.36	.40	
Lock Nuts, galv.	.04	.04	.04	.06	.07	.08	.11	.13	2, black	.18	.18	.27	.27	.27	.27	.32	.38	.50	
Reducers, black	.10	.10	.12	.17	.26	.30	.35	.60	2, galv.	.27	.27	.47	.47	.47	.52	.61	.68	.75	
Reducers, galv.	.13	.13	.17	.25	.38	.45	.60	.90	FIXTURES—Grindstone—Auto:	01, \$1.50; 02, \$2.50. Common:									
Return Bends, blk	.25	.28	.38	.65	.80	.95	1.35		15, 75c; 17, 85c; 19, \$1.00; 21, \$1.25. Am.										
Close—									Heavy: 17, \$1.00. Extra Shafts, 15-inch, 25c; 17-inch										
Return Bends, blk	.27	.32	.40	.70	.90	1.10	1.55		35c. Extra Cranks, 25c.										
Medium—									FLASHLIGHTS—Ever-ready—Complete										
Return Bends, blk	.28	.34	.45	.75	1.00	1.35	2.10		No. 6961 each.....\$.75	No. 2619 each..... 1.70									
Open—									No. 6962 each..... 1.00	No. 2616 each..... 1.50									
Tees, black	.10	.15	.16	.17	.24	.39	.50	.82	No. 1991 each..... 1.25	No. 2680 each..... 1.25									
Tees, galv.	.13	.22	.25	.27	.37	.65	.85	1.45											

RETAIL SELLING PRICE—Continued.

No. 2604 each..... 1.30	No. 2633 each..... 2.40	Peavey—	Plain Bent Hay—
No. 2631 each..... 1.50	No. 2634 each..... 2.00	Maple, 3¼x4..... .50	4½ foot..... .55
No. 2632 each..... 1.75	No. 2659 each..... 3.00	Maple, 4½..... .60	5 foot..... .60
Kwik-lite Flashlights, Complete	with Battery—	Maple, 3½x4½..... .65	Plain Manure—
Fibre Tubulars		Maple, 5..... .70	4 foot..... .50
No. 5220 Baby 3-cell..... \$1.00	6241 Reg. 2-cell..... 1.50	Maple, 2½x4½..... .70	4½..... .55
5221 Reg. 2-cell..... 1.20	6249 Miners' 2-cell..... 2.00	Maple, 5..... .75	Strap Header—
5223 Reg. 3-cell..... 1.40	6351 Miners' 3-cell..... 2.40	Maple, 3x5..... .80	4 foot..... .75
5229 Miners' 2-cell..... 1.50	Metal Vest Pocket	Pick—Drift	4½ foot..... .80
5331 Miners' 3-cell..... 1.70	3475 2-cell (Vest)..... 1.00	No. 1, each..... .35	5 foot..... .90
Metal Tubulars	3577 3-cell (Vest)..... 1.20	No. 2, each..... .25	5½ foot..... 1.00
6240 Baby 2-cell..... 1.25	3579 3-cell (Coat)..... 1.70	Hand Saw Handles—	X Strap Manure—
Kwik-lite Seamless Cell Flashlight Batteries—		Disston No. 7, each..... .35	4 foot..... .80
No. 1203 2-cell Baby Tubular..... \$.80		Disston No. 8..... .50	4½ foot..... .85
No. 1202 2-cell Reg. Tubular..... .80		Disston No. 12..... .65	Hoe—
No. 1801 8-cell Reg. Tubular..... .40		Sledge—	Ivanhoe, 4½ foot..... .50
No. 1204 2-cell Penlite..... .25		Shaved, 30-inch, each..... .35	Mortar..... .85
No. 1206 2-cell Vest Pocket..... .30		Oval, 30-inch..... .25	X German, 4½ ft..... .70
No. 1207 2-cell Vest Pocket..... .80		Saw—Cross Cut—	Planter, 4½ ft..... .60
No. 1308 3-cell Vest Pocket..... .25		No. 112 Disston..... \$.65	Rake—
No. 1309 3-cell Coat Pocket..... .35		No. 113 Disston..... .60	X, 6 foot..... .75
FLATTERS—Blacksmith—2-in., 75c; 2½-in., 90c; 3-in.,		No. 114 Disston..... 1.35	Long Shovel XX..... .70
\$1.20; 3½-in., \$1.45; 4-in., \$2.00.		No. 120 Disston..... 1.50	Long Spade XX..... .65
FROES—Special—Each, 13-in., \$1.65; 14-in., \$1.75; 16-in.,		Reversible Guard,	Long Maynard XX..... .70
\$2.00. Common—Each, 13-in., \$1.35; 14-in., \$1.35; 16-in.,		Simonds..... 1.25	D Handles..... .75
\$1.50.		No. 6 Simonds..... 1.00	
FURNACES—(See Pots)		No. 24 Atkins..... 1.00	
FORGES—No. 150 Chicago, \$9.75; No. 151 Chicago, \$11.25.		One man, sup..... .25	
GATES—Molasses—	Stebbins	HATCHETS—	Double Bevel)
2..... .45	%	Lath, 1 Plumb..... \$.85	8 White..... 2.00
3..... .50	1	Lath, 2 Plumb..... 1.00	7 White..... 2.15
4..... .60	1½	Underhill Regular..... 2.25	6 White..... 2.35
5..... .65	1½	Underhill Boston Pat. 2.50	5 White..... 2.35
6..... .75	2	Underhill, St. Paul..... 2.50	4 White..... 2.75
		141 Sayre..... 2.00	Claw 1 Plumb..... 1.85
GARBAGE CANS—(See Cans)		140 Sayre..... 1.75	Claw 2 Plumb..... 1.40
GLASSES—		Flooring, 1 Plumb..... 1.75	Claw 3 Plumb..... 1.50
Ground Level—	Proved Level—	White..... 1.75	Shingling 1 Plumb..... 1.20
1%..... \$.50	1%..... \$.10	Broad 1 Plumb..... 1.50	Shingling 2 Plumb..... 1.25
2%..... .60	2%..... .10	Broad 2 Plumb..... 1.75	Shingling 3 Plumb..... 1.80
2½%..... .65	2½%..... .15	Broad 3 Plumb..... 2.00	Half, 1 Plumb..... 1.25
3%..... .70	3%..... .15	Broad 4 Plumb..... 2.25	Half, 2 Plumb..... 1.80
3½%..... .75	3½%..... .20	Broad 5 Plumb..... 2.50	Barrel or Fruit Boxes—
Gauge Glasses 40% off list.		Bench—(Single or	Sayre 400..... 1.65
GLUE—Dry—X. White, 85c lb.; White, 70c lb.; Dark,			Sayre 401..... 1.50
60c lb. Lepage's—Each, 1 oz., 10c; ½ gill, 15c; gill, 25c;		HINGES & BUTTS (Screws Included)—	
½ pint, 40c; pint, 60c; quart, \$1.00; ½ gal., \$1.75; gal-		No. 900 Lt. Strap Hinges.	4x4-in..... .50
lon, \$8.00. Imperial—Same as Lepage's.		Pr. Ds. Pr.	4½x4½-in..... .75
GRAPHITE—Flake per lb, 75c.		3-inch..... \$.30	5x5-in..... .95
GRINDERS—Carb. & all 1st Grade—No. 1, 4-in., \$4.00; No.		4-inch..... .25	5½x5½-in..... 1.25
2, 5-in., \$5.50; No. 3, 6-in., \$7.50; No. 4, 7-in., \$10.50.		5-inch..... .30	
GRINDSTONES—Mounted. Wood Frame, No. 1, \$8.00 each;		6-inch..... .35	No. 733.
No. 2, \$8.50 each. Angle, Steel Frame, \$8.50 each; Tab-		10-inch..... .90	2½x2½-in..... \$.40
ular, Steel Frame, \$9.00 each; Harvest King, Power, \$12.50		12-inch..... 1.35	3x3-in..... .40
each; Loose, 4c per lb. Fixtures (See Fixtures).			3½x3½-in..... .40
GAUGES—Butt—		No. 935 Cor. Strap Hgs.	4x4-in..... .50
No. 93..... \$1.15	No. 71..... .55	Pr. Ds. Pr.	4½x4½-in..... .75
No. 94..... 1.35	No. 77..... 1.00	3-inch..... \$.15	5x5-in..... 1.00
No. 95..... 1.25	No. 90..... .50	4-inch..... .20	5½x5½-in..... 1.25
No. 95½..... 1.00	No. 91..... .90	5-inch..... .25	6x6-in..... 1.40
Marking	No. 92..... 1.50	6-inch..... .35	
No. 61..... .15	No. 97..... .75	No. 987 Cor. Tee Hinges.	No. 241 F&D2.
No. 64..... .35	No. 98..... 1.00	Pr. Ds. Pr.	2½x2½-in..... \$.40
No. 65..... .75		4-inch..... \$.35	3x3-in..... .40
HAMMERS AND SLEDGES—		5-inch..... .40	3½x3½-in..... .40
Adze Eye, 1st Grade	No. 4..... .95	6-inch..... .60	4x4-in..... .55
10..... \$1.65	No. 3..... .90	8-inch..... .75	4½x4½-in..... .80
11..... 1.35	No. 2..... .85	10-inch..... 1.20	5x5-in..... 1.00
11½..... 1.25	No. 1..... .80	12-inch..... 1.75	5½x5½-in..... 1.30
12..... 1.15	No. 0..... .75		6x6-in..... 1.50
13..... 1.10	Stone Hammer	No. 838 Butts.	No. 241 SF 2.
Ball Pein, First Grade.	No. 710	Pr. Ds. Pr.	Cont. Ret.
8 lb..... 1.75	3 to 4 lb., per lb..... .35	¼-inch..... \$.10	2½x2½-in..... \$.45
2½ lb..... 1.55	4 to 12 lb., per lb..... .25	1-inch..... .10	3x3-in..... .45
1½ lb..... 1.35	5 to 20 lb., per lb..... .30	1½-inch..... .10	3½x3½-in..... .50
1¼ lb..... 1.25	Striking Hammers—	1¾-inch..... .10	4x4-in..... .60
1½ lb..... 1.15	Long Pat. 750	2-inch..... .15	4½x4½-in..... .85
1 lb..... 1.10	3 to 4 lb., per lb..... .30	2½-inch..... .15	5x5-in..... 1.05
10 ounce..... .90	5 to 20 lb., per lb..... .25	3-inch..... .20	5½x5½-in..... 1.30
13 oz..... 1.00	B. S. Sledge	3½-inch..... .25	6x6-in..... 1.50
7 ounce..... .85	No. 880..... .25		
5 ounce..... .85	No. 840..... .25	No. 840.	No. 241 H&N.
2 ounce..... .80	Stone Sledge..... .25	Pr. Ds. Pr.	Cont. Ret.
Riveting, 1st Grade	Coal Sledge..... .25	1½-inch..... \$.15	2½x2½-in..... \$.50
No. 5..... 1.00		1¾-inch..... .15	3x3-in..... .50
HANDLES—Axe—	Machine	2-inch..... .15	3½x3½-in..... .55
Sing. Bit, Shaved..... 50c	Sizes 12-13-14..... .15	2½-inch..... .20	4-in..... .70
Sing. Bit, Oval..... 35c	Hatchet—	3-inch..... .20	4½-in..... .95
Dbie. Bit, Shaved..... 50c	Sizes 13-14-15-16..... .15		
Dbie. Bit, Oval..... 35c	Peavy—	No. 731½.	No. 160 N.
Boys, Shaved..... 35c	Hickory, 2¼x4, each..... .75	Pr. Ds. Pr.	Cont. Ret.
Boys, Oval..... 25c	Hickory 4½..... .80	1½-inch..... \$.15	2½-in..... \$.45
Chisel—	Hickory 2½x4½..... .85	1¾-inch..... .15	3-in..... .50
Leather Tip..... .10	Hickory, 5..... .90	2-inch..... .15	3½-in..... .60
Hammer—A. E.	Hickory 2% x4½..... 1.00	2½-inch..... .20	4-in..... .65
1st Quality	Hickory, 5..... 1.05	3-inch..... .25	4½-in..... 1.00
Sizes 12-13-14..... .15	Hickory 3x5..... 1.15		

RETAIL SELLING PRICE—Continued.

No. 160 S F2.			No. 295 H.			Brass—								
	Cont.	Ret.		Pr.	Da. Pr.	No.	Dos.	No.	Dos.	No.	Dos.			
2 1/2-in.	.....	\$ .45	\$.55	1 1/2-in.	.....	\$ .80	\$3.85	1001	\$2.85	1104	\$1.50			
3-in.	.....	.55	.65	2-in.	.....	.85	3.65	1002	2.40	1105	1.30			
3 1/2-in.	.....	.60	.70	2 1/2-in.	.....	.40	4.00	1003	1.85	1106	1.05			
4-in.	.....	.70	.80	3-in.	.....	.45	4.65	1004	1.50	1107	.80			
4 1/2-in.	.....	.90	1.00					1005	1.80	1108	.75			
No. 165 F&D2.			No. 289 F&D2.			1006			1109					
	Cont.	Ret.		Pr.	Da. Pr.	1007			1110					
1 1/2-in.	.....	\$ .35	\$.40	2x2	.....	\$ .80	\$3.20	1008			1111	.85		
2-in.	.....	.40	.45	2 1/2x2	.....	.80	3.85	1009			1112	.80		
2 1/2-in.	.....	.45	.50	2 1/2x2 1/2	.....	.85	3.55	1010			1113	.25		
3-in.	.....	.55	.65	3x3	.....	.45	4.80	1011			1114	.30		
3 1/2-in.	.....	.65	.75					1012			.....	.....
4-in.	.....	.80	.95	No. 289 SFD.				1013			.....	.....
4 1/2-in.	.....	1.20	1.35					1014			.....	.....
No. 165N&SF2.			No. 289 N.			Gross lots or full packages, 50% discount from list.								
	Cont.	Ret.		Pr.	Da. Pr.	HOOKS & EYES—Gate—								
1 1/2-in.	.....	\$ .40	\$.45	2x2	.....	\$ .80	\$4.60	No. 40 1 1/2			Dos.			
2-in.	.....	.45	.50	2 1/2x2	.....	.40	4.25	No. 40 2			Dos.			
2 1/2-in.	.....	.50	.55	2 1/2x2 1/2	.....	.40	4.40	No. 40 2 1/2			Dos.			
3-in.	.....	.60	.70	3x3	.....	.50	5.60	No. 40 3			Dos.			
3 1/2-in.	.....	.70	.80	1480 F&D2 Hgs	.....	.35	4.00	No. 40 3 1/2			Dos.			
4-in.	.....	.80	.90	1480 N	.....	.40	4.35	No. 40 4			Dos.			
4 1/2-in.	.....	1.30	1.80	1481 F&D2	.....	.25	2.50	No. 40 4 1/2			Dos.			
No. 295 F&D2.			No. 289 H.			IRON—Bars and Sheets—Small lots common bar, 8c per lb.			Gross Lots 40% Off List.					
	Pr.	Da. Pr.		Pr.	Da. Pr.	base; Angle Iron, 9c. Angle Out Bars, 10c lb.								
1 1/2-in.	.....	\$ .35	\$2.90	1481 SF2&N	.....	.25	2.80	SHEETS—Galvanized, Full Sheets—Per lb., 10 to 16, 17c;						
2-in.	.....	.30	2.90	1478 F&D2	.....	.25	2.50	18 to 24, 18c; 26 to 30, 19c. Black Sheets, Full Sheets—						
2 1/2-in.	.....	.30	3.35	1478 SF2&N	.....	.25	2.80	Per lb., 18 to 24, 15c; 26 to 30, 16c. For cutting sheets						
3-in.	.....	.40	4.00	1480 F&D2	.....	.25	2.20	add 10% to above. Corrugated—Ftd., 28 Ga., \$10.00 per						
No. 295 SF2.			No. 289 H.			sq.; Galv., 26 Ga., \$16.00.			IRON—Sadd. Common, 9c lb.; Mrs. Potts No. 50, \$1.75 set;					
	Pr.	Da. Pr.		Pr.	Da. Pr.	Dover No. 70, \$2.75 set.			JACKS—Bell Bottom, Net List.					
1 1/2-in.	.....	\$ .30	\$3.30	1475 F&D2	.....	.20	2.20	Wagon—Lanes—OL, each \$1.75; 1L, \$2.50; 2L, \$3.50;						
2-in.	.....	.35	3.70	1475 SF2&N	.....	.35	2.80	3L, \$6.75.						
2 1/2-in.	.....	.35	4.00	1474 F&D2, 1 1/2	.....	.35	2.40	KNIVES & FORKS—Iron Handled, \$1.25.						
3-in.	.....	.40	4.60	1474 F&D2, 2	.....	.30	3.30	KNIVES—Hay—Lightning \$1.85; Iwan Sickle, \$2.00; Iwan						
No. 295 N.			No. 289 H.			Serrated, \$2.00; Heath's Upright, \$1.85. Corn—Corn								
	Pr.	Da. Pr.		Pr.	Da. Pr.	King, 40c; No. 12 Hooks, 50c.			KNOBS—Maple, Base, 5c each; 85c doz.					
1 1/2-in.	.....	\$ .35	\$3.80	1474 SF2, 1 1/2	.....	.35	2.80	LACING—Belt—						
2-in.	.....	.40	4.20	1474 SF2, 2	.....	.35	3.60	Leather			Bristol			
2 1/2-in.	.....	.45	4.60					Size 1/4, per ft.			111, per inch.			
3-in.	.....	.50	5.35					Size 5-16 per ft.			112, per inch.			
WROUGHT BRASS BUTTS—Narrow, Middle & Broad Add			No. 289 H.			Size 3/8, per ft.			Size 1/2, per ft.			113, per inch.		
85% to List.			No. 289 H.			Size 5/8, per ft.			Size 3/4, per ft.			114, per inch.		
HODS—Coal—			No. 289 H.			LADDERS—Extension, per ft., 30c; Step, common, per ft.,			LANTERN GLOBES—					
Open Japanned—			No. 289 H.			20c; best, per ft., 50c.			No. 0			No. 2 C. B. Ruby		
15	.....	\$ .50	No. 289 H.			LANTERN GLOBES—			No. 0 Ruby			No. 2 Ruby Short		
16	.....	.60	No. 289 H.			No. 0			No. 2 C. B.			Diets Jr.		
17	.....	.70	No. 289 H.			No. 0 Ruby			No. 2 C. B. Short			39 R. R.		
18	.....	.75	No. 289 H.			No. 2 C. B.			LANTERNS—No. 0 each, \$1.10; No. 1 C. B., \$1.25; No. 2					
20	.....	.90	No. 289 H.			No. 2 C. B. Short			C. B., \$1.75; N. S., \$1.75.					
HOOKS—Bright.			No. 289 H.			LEAD—White—12 1/2-lb. keg, \$1.95; 25-lb. keg, \$3.90; 50-lb.			LETTERS—Steel—					
No.	Dos.	No.	Dos.	No.	Dos.	keg, \$7.75; 100-lb. keg, \$15.00.			Each			Set		
0	.....	\$ .85	104	.....	\$ .45	1/4			1/4			1/4		
1	.....	.75	105	.....	.35	1/2			1/2			1/2		
2	.....	.65	106	.....	.25	3/4			3/4			3/4		
3	.....	.55	107	.....	.30	1			1			1		
4	.....	.45	108	.....	.15	1 1/2			1 1/2			1 1/2		
5	.....	.35	109	.....	.15	2			2			2		
6	.....	.25	110	.....	.15	3			3			3		
7	.....	.20	111	.....	.15	4			4			4		
9	.....	.15	112	.....	.10	5			5			5		
10	.....	.15	113	.....	.10	6			6			6		
11	.....	.15	114	.....	.10	7			7			7		
12	.....	.10				8			8			8		
13	.....	.10				9			9			9		
14	.....	.10				10			10			10		
Gross—60% Discount from List.			No. 289 H.			LEVELS—			No. 103			No. 108		
Brass No. 1412—			No. 289 H.			No. 0			No. 5			No. 10		
1/2	.....	\$ .30	No. 289 H.			No. 5			No. 15			No. 25		
3/4	.....	.30	No. 289 H.			No. 10			No. 30			No. 35		
1	.....	.30	No. 289 H.			No. 15			No. 40			No. 45		
2	.....	.35	No. 289 H.			No. 25			No. 50			No. 55		
1, 2 for 5c.	.....	.30	No. 289 H.			No. 30			No. 60			No. 65		
Brass Cup No. 181—			No. 289 H.			No. 35			No. 70			No. 75		
	Dos.	No.	Dos.	No.	Dos.	No. 40			No. 80			No. 85		
1/2	.....	\$ .20	No. 289 H.			No. 45			No. 90			No. 95		
3/4	.....	.30	No. 289 H.			No. 50			No. 100			No. 105		
1	.....	.30	No. 289 H.			No. 55			No. 110			No. 115		
2	.....	.30	No. 289 H.			No. 60			No. 120			No. 125		
1, 2 for 5c.	.....	.35	No. 289 H.			No. 65			No. 130			No. 135		
SCREW EYES—Bright			No. 289 H.			No. 70			No. 140			No. 145		
No.	Dos.	No.	Dos.	No.	Dos.	No. 75			No. 150			No. 155		
000	.....	\$1.70	104	.....	\$ .30	No. 80			No. 160			No. 165		
00	.....	1.25	105	.....	.25	No. 85			No. 170			No. 175		
0	.....	.70	106	.....	.20	No. 90			No. 180			No. 185		
1	.....	.55	107	.....	.15	No. 95			No. 190			No. 195		
2	.....	.50	108	.....	.15	No. 100			No. 200			No. 205		
3	.....	.40	109	.....	.15	No. 105			No. 210			No. 215		
4	.....	.30	110	.....	.10	No. 110			No. 220			No. 225		
5	.....	.25	111	.....	.10	No. 115			No. 230			No. 235		
6	.....	.20	112	.....	.10	No. 120			No. 240			No. 245		
7	.....	.15	113	.....	.05	No. 125			No. 250			No. 255		
8	.....	.15	114	.....	.05	No. 130			No. 260			No. 265		
9	.....	.15				No. 135			No. 270			No. 275		
10	.....	.10				No. 140			No. 280			No. 285		
11	.....	.10				No. 145			No. 290			No. 295		
12	.....	.10				No. 150			No. 300			No. 305		
13	.....	.05				No. 155			No. 310			No. 315		
14	.....	.05				No. 160			No. 320			No. 325		
Gross lots or full packages, 60% discount from list.			No. 289 H.			LIFTS—Sash—Large Bar, \$1.25 doz.; Small Bar, \$1.10 doz;			Hook, 40c doz.					
			No. 289 H.			LINE—Clothes—			Length 50			75		
			No. 289 H.			No. 9 Wire, each			\$.50			.60		
			No. 289 H.			Twisted No. 20			.30			.35		
			No. 289 H.			Cable No. 15			.65			.80		
			No. 289 H.			Cotton 1/4-inch			.50			.60		
			No. 289 H.			LOCKS—Rim—Steel, 75c set; Cast, 60c set.								
			No. 289 H.			OAR LOCKS—2-in., per pair 40c; 2 1/2-in., per pair 60c;								
			No. 289 H.			2 1/2-in., per pair, 70c.								
			No. 289 H.			MATS—Reg. Cocoa—								
			No. 289 H.			Door 14x34			.90			Door 22x36		
			No. 289 H.			Door 16x27			1.25			Medium, 16x27		
			No. 289 H.			Door 18x30			1.40			Medium, 18x30		
			No. 289 H.			Door 20x33			1.85			2.25		
			No. 289 H.			MATTOCKS—Handles Extra—								
			No. 289 H.			Pick			.150			6-lb. long or short ctr 1.50		
			No. 289 H.			5-lb. long or short ctr 1.40						Grab Hoes, No. 2... 1.35		

RETAIL SELLING PRICE—Continued.

MAULS—Handles Extra—Post, cast, 7c lb.; R. R. Track, 920, 25c; Woodchoppers, 960, 25c; Woodchoppers, 960A, 25c. Dble Face (see Hammers).

MILLS—Cider—

Junior\$22.50 Senior\$36.00
Medium 28.00 Force Feed 15.50

MOP STICKS—No. 7, 25c each; No. 18, 25c each; No. 70 or Janitor's, 65c each.

MOPS—Slasher

15 oz., each.....\$.75	Cotton	15 oz., each.....\$.75
18 oz., each..... .85		18 oz., each..... .85
21 oz., each..... 1.00		21 oz., each..... 1.00

MOWERS—Great American—15-in., \$16; 17-in., \$18; 19-in., \$20; 21-in., \$22. Common—12-in., \$6; 14-in., \$6.25; 16-in., \$6.50.

NAILS—Base per keg, \$5.50—50 to 99 lbs. add 50c per 100 lbs to keg price. 1 to 50 lbs.

Fine Blue 2&3.....\$.08	Out Casing 6&8..... .08
Fine Bright..... .08	Galv. Felt..... .15
Common 2&3d..... .08	Galv. Boat..... .12
Common 4&5d..... .08	Clout.....
Common 6&7d..... .07	Bulk, per lb..... .30
Common 8 to 60d..... .07	1/2 lb. papers, each..... .15
Casing 2&3d..... .08	Cigar Box—
Casing 4&5d..... .08	Bulk, per lb..... .25
Casing 6 to 20d..... .08	1 lb. papers, each..... .30
Finishing 2&3d..... .10	1/2 lb. papers, each..... .30
Finishing 4&5d..... .08	1/2 lb. papers, each..... .15
Finishing 6 to 20d..... .08	Trunk.....
Smooth Box 4 to 6d..... .08	Bulk, per lb..... .35
Smooth Box 8 to 20d..... .08	1 lb. papers, each..... .30
Barb Box 4 to 5d..... .08	1/2 lb. papers, each..... .30
Barb Box 6..... .08	1/2 lb. papers, each..... .15
Barb Box 8 to 20d..... .08	Horseshoe—
Barb Roof 1/2 to 1..... .10	Capwell, per lb..... .80
Barb Roof 1 to 1 1/2..... .10	Northwestern, per lb..... .30
Plaster Board..... .10	Union, per lb..... .30
C. C. Box..... .10	

NAILS—Base per keg, \$5.50—50 to 99 lbs. add 50c per

NETTING—Poultry—

No. 19, 2-inch Mesh—	No. 20, 1-inch Mesh—
12-inch\$ 2.48	12-inch\$ 4.95
18-inch 3.56	18-inch 7.12
24-inch 4.54	24-inch 9.08
30-inch 5.42	30-inch 10.88
36-inch 6.19	36-inch 12.88
48-inch 8.25	48-inch 16.50
60-inch 10.32	60-inch 20.68
72-inch 12.88	72-inch 24.75
Full Rolls, 20% off list.	Over 100 feet, list.
Less than 100 feet, 25% above list.	
Union Lock—Light	48 in..... 5.25
24 in.....\$3.50	60 in..... 6.25
36 in..... 4.50	72 in..... 7.00

NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25; 14-in., \$2.75.

NUTS—Hot Pressed—

Blank	Threaded
1/4 inch.....\$.25	1/4 inch.....\$.27
5-16 inch..... .28	5-16 inch..... .25
3/8 inch..... .30	3/8 inch..... .23
7-16 inch..... .19	7-16 inch..... .21
1/2 inch..... .17	1/2 inch..... .19
9-16 inch..... .17	1/2 inch..... .18
5/8 inch..... .16	5/8 inch..... .18
3/4 inch..... .16	3/4 inch..... .17
1 inch..... .15	1 inch..... .17

OAKUM—Plumbers, 16c lb.; Navy, 25c.

OIL—Boiled Linseed, \$1.55 per gal.

OILERS—Chase's Zinc—

00\$.10	5 ..... .85
0 ..... .10	13A ..... .25
1 ..... .15	14 ..... .30
1 1/2 ..... .15	14B ..... .35
2 ..... .20	15A ..... .40
3 ..... .25	16 ..... .40
430	

Cannon Pump—

Brass	Tin
No. 11.....\$1.65	No. 1.....\$1.00
No. 12..... 1.75	No. 2..... 1.15
No. 13..... 2.00	No. 3..... 1.35
Felloe—	
No. 2 .....\$1.75	No. 5 2.00
No. 4 1.85	No. 6 2.15

OUTFITS—Cobblers—Eclipse, each, \$1.00; Family, \$1.75. Home, No. 1, \$2.00; No. 2, \$1.50. Lasts and Standa, No. 15, cast, 90c; No. 15, extra heavy, \$1.85; No. 24, malleable, \$2.25.

PACKING—Sheet Rubber—Standard, 20c lb.; Rainbow, 90c; Italian Hemp, Common, 40c; Square Flax, braided, 50c; Piston Spiral Steam, High Pressure, \$2.25; Steam or Water, Low Pressure, \$1.25.

PANS—Acme Frying—

No. 00, each.....\$.15	No. 4, each.....\$.40
No. 0, each..... .25	No. 5, each..... .45
No. 1, each..... .30	No. 6, each..... .50
No. 2, each..... .35	No. 7, each..... .60
No. 3, each..... .85	

PAPER—Building—

P & B	Imitation P & B
No. 1—500.....\$2.00	No. 1—500.....\$1.80
No. 1—1000..... 3.90	No. 1—1000..... 3.40
No. 2—500..... 2.95	No. 2—500..... 2.55
No. 2—1000..... 5.75	No. 2—1000..... 4.95
No. 3—500..... 4.00	No. 3—500..... 3.60
No. 3—1000..... 7.70	No. 3—1000..... 6.75
Red Resin—	
17 lb.....\$1.15	25 lb.....\$1.65
20 lb..... 1.40	30 lb..... 1.90
Sandpaper—	
No. 00-0 1/2-1, quire.....\$.60	No. 2-2 1/2, quire.....\$.75
No. 1 1/2, quire..... .65	No. 3, quire..... .85
Less Quantities, 3 for 10c	

PEAVIES—

	Maple	Hickory	Maple	Hickory
2 1/4 x 4.....\$2.50	\$2.75	\$2.80	\$3.00	
4 1/2..... 2.75	2.85	2.85	3.10	
2 1/2 x 4 1/2..... 2.75	2.85	3.00	3.25	
5..... 2.75	3.00	3.10	3.35	
2 1/2 x 4 1/2..... 3.00	3.25	3.25	3.50	
5..... 3.00	3.25	3.35	3.60	
3 x 5..... 3.15	3.50	3.75	3.85	

PICKS—Drifting—Each, 8-lb., \$1.00; 4-lb., \$1.15; 4 1/2-lb., \$1.25; 5-lb., \$1.40. Railroad—5-lb., \$1.25; 6-lb., \$1.35; 7-lb., \$1.60; 8-lb., \$1.75. Contractors—6 1/2-lb., \$1.65; 8-lb., \$1.65.

PINS—Escutcheon—Small lots, 15c oz.; large lots, 40% over list.

PIPE—Stove.

	Com.	Pol.	Galv.	Tee Com.
3.....\$.30	\$.45	\$.50		
4..... .30	.45	.55		
5..... .30	.50	.60	\$.65	
6..... .30	.50	.65	.75	
7..... .35	.65	.80	.90	
7-6 or 6-7..... .40	.65			
6-5 or 5-6..... .40	.65			

PIPE—

	Standard Full Length	Black Full Length	Galvanized Full Length	Out Length
1/4.....\$ 6.75	\$ 6.75	\$ 8.00	\$ 9.00	
1/2..... 6.50	7.50	9.00	10.00	
3/4..... 6.50	7.50	9.00	10.00	
1..... 8.00	9.00	10.00	11.00	
1 1/2..... 9.75	10.75	12.50	13.50	
2..... 14.00	15.00	17.75	19.00	
2 1/2..... 19.00	21.00	24.50	26.00	
3..... 22.50	24.00	28.30	30.00	
4..... 30.00	32.00	38.50	40.00	
5..... 50.00	53.00	61.00	63.00	
6..... 67.00	70.00	80.00	83.00	
8..... 89.00	92.00	119.00	122.00	
10..... 105.00	108.00	140.00	146.00	

Out Length, 10% extra.

Pipe Conductor—Corrugated

2 inch, per ft.....\$.13 1/2	4 inch, per ft.....\$.19
8 inch, per ft..... .15	5 inch, per ft..... .24

PITCH—Asphaltum—5-lb. can, 85c; 10-lb. can., 65c; 25-lb. can, \$1.00.

PLANES—Wood, Smooth, each, \$1.15. Wood, Jack, each \$1.40.

PLANES—

1.....\$2.10	23.....\$2.00	73..... 3.00	130..... 1.15
2..... 2.65	24..... 2.00	73 1/2..... 4.65	131..... 2.00
3..... 2.75	25..... 1.90	74..... 7.00	140..... 2.00
4..... 3.00	26..... 2.25	75..... .60	146..... 3.00
4 1/2..... 3.50	27..... 2.50	78..... 2.25	147..... 3.00
5..... 3.50	27 1/2..... 2.50		148..... 3.00
5 1/2..... 4.00	28..... 2.65		180..... 1.75
6..... 4.50	29..... 2.75		80..... 1.25
7..... 5.00	30..... 3.00		81..... 2.00
8..... 6.00	31..... 3.25		82..... 1.50
9..... 1.50	32..... 3.85		83..... 1.50
9 1/2..... 1.75	33..... 3.85		191..... 1.85
10..... 4.35	34..... 3.50		192..... 1.85
10 1/2..... 3.50	35..... 3.50		220..... 1.10
11..... 3.00	36..... 2.75		85..... 3.50
11 1/2..... 4.25	37..... 2.85		87..... 2.75
12..... 3.85	38..... 2.25		90..... 2.75
12 1/2..... 4.50	40..... 1.65		92..... 2.75
13..... 4.25	40 1/2..... 2.00		93..... 3.85
15..... 1.50	45..... 9.50		94..... 3.85
15 1/2..... 1.90	46..... 7.50		97..... 3.00
16..... 1.65	47..... 5.50		98..... 1.40
17..... 1.85	48..... 3.75		99..... 1.40
18..... 1.75	49..... 3.75		100..... .40
19..... 1.85	50..... 6.00		101..... .35
20..... 5.65	55..... 17.50		102..... .60
20 1/2..... 5.00	57..... 5.50		
21..... 2.00	60..... 1.65		
22..... 2.00	60 1/2..... 1.50		
61..... 1.50	103..... .75		
62..... 3.85	104..... 2.85		

SCRAPERS—

180..... 1.75
81..... 1.25
81..... 2.00
82..... 1.50
83..... 1.50
192..... 1.85
220..... 1.10
85..... 3.50
87..... 2.75
90..... 2.75
92..... 2.75
93..... 3.85
94..... 3.85
97..... 3.00
98..... 1.40
99..... 1.40
100..... .40
101..... .35
102..... .60

Stanley

Single.....\$.35	Double.....\$.55
1 1/4..... .40	1..... .60
1 1/2..... .40	1..... .65
2..... .45	2..... .70

RETAIL SELLING PRICE—Continued.

PLANES—Continued.

65	1.90	105	8.25	2 1/4	.50	.75
65 1/2	1.65	110	.85	2 1/2	.50	.80
71	2.85	118	4.25	2 3/4	.55	.85
71 1/2	2.25	120	1.10	2 3/8	.55	.85
Stanley 100 & 101					.20	
Stanley 102 & 103					.30	
Stanley 110 & 130					.30	
Stanley 122 & 220					.30	
Stanley 140					.35	
Stanley 10 & 10 1/2 Single					.75	
Stanley 10 & 10 1/2 Double					1.25	
Stanley 12 & 112					.35	
Stanley 12 & 112 Toothing					.55	
Stanley 9 1/2 & 9 3/4					.30	
Stanley 15, 16, 17, 18, 19					.30	
Stanley 60 & 65					.30	

PLIERS—

No. 102 Bernard's		Klein's Side Cutting	
4 1/2	\$1.85	5	\$1.75
5 1/2	1.60	6	2.00
6 1/2	2.00	7	2.25
7 1/2	2.25	8	2.50
		9	3.00

PLUGS—Spark—\$1.00 each.

POLISH—

Brilliantshine or Rex—		Liquid Veneer—	
1/2 Pint	.30	4 ounces	.35
Pints	.35	12 ounces	.50
Quarts	.60	Quarts	1.00
1/2 Gallon	1.00	Gallon	3.00
Gallon	1.50		

POTS—

Gasoline Fire—		8 Quart	1.10
21	\$ 8.60	10 Quart	1.35
71	12.20	12 Quart	1.50
72	9.85	16 Quart	1.75
5	9.80	Tin	
Watering Galvanized		4 Quart	.55
4 Quart	.85	6 Quart	.65
6 Quart	1.00	8 Quart	.85
		10 Quart	1.00

Watering Ptd.—1 qt., 80c; 2 qt., 85c; 3 qt. 50c.

PULLERS—Nail—

Rex, \$1.85 each; Red Devil, or Morrill's \$2.00 each.

PUMPS—P. S.—1, \$2.90; 2, \$3.25; 3, \$3.65; 4, \$4.00.

PULLEYS—Frame—No. 4 Ottumwa, per doz., 60c; No. 5, 60c; No. 9, 60c; No. 109, 60c.

PUTTY—Per lb., 10c.

RIVETS—

Iron Carriage—Round or Flat Head, per lb., 25c	
Tinners—	
8 to 12 oz., per C.	.05
1 1/4 to 2 lb., per C.	.10
2 1/4 to 4 lb., per C.	.16
Copper Brake Band—	
No. 6 to 8	\$1.00
Copper Rivets and Burrs—	
No. 8 1/2 lb. pa.	.45
No. 10 1/2 lb. pa.	.45
No. 12 1/2 lb. pa.	.50
Copper Rivets Only—	
No. 8 1 lb.	.80
Copper Burrs Only—	
No. 8 and 9	\$1.10
Copper and Burrs—	
No. 8 to 10 1/2 lb. pa.	.45
Rivets and Burrs California Tire—1/4 and 5-16, per lb., 80c	

ROOFING—Standard—1/2 ply square, \$1.75; 1 ply square, \$2.00; 2 ply square, \$2.50; 3 ply square, \$3.00.

ROPE—Manila—3-16 & 1/4 lots under 200 ft.; 5-16 to 1/2 lots under 100 ft.; 1/2 to 1-in. lots under 50 ft. All to be sold by measure.

Size	Av. ft. in lb.	Sell per ft.	Sell per lb.
3-16	.80	1 1/4 c	Over 200 ft. .50
1/4	.55	1 1/4 c	Over 200 ft. .50
5-16	.38	1 1/4 c	Over 100 ft. .50
3-8	.27	2 1/4 c	Over 100 ft. .45
7-16	.19	2 1/4 c	Over 100 ft. .45
1/2	.13	3 1/4 c	Over 100 ft. .45
9-16	.10	4 1/4 c	Over 100 ft. .45
3/4	.8	6 c	Over 100 ft. .45
1	.6 1/2	7 1/2 c	Over 100 ft. .45
1 1/4	.4 1/2	10 c	Over 100 ft. .45
1 1/2	.4	13 c	Over 100 ft. .45
Larger			

Wire—20% above list.

RULES—

No.	Price	No.	Price
3	378- .75	82	386 .50
5	808- .70	82 1/2	388 .65
7	762B .75	83	.15
17	.60	36	171 .35
30	.85	86 1/2	372 .45
30 1/2	1.00	38	1.25
31	1.00	39	2.75

RULES—Continued.

40	3.25	08	8513 .40
41	.25	04	8514 .50
42	.80	05	8515 .65
50	.35	06	8516 .75
51	.80	08	8518 1.20
52	.50	103	8613 .50
53	.30	104	8614 .65
53 1/2	.65	105	8615 .80
54	.65	106	8616 .90
57	.50	108	8618 1.20
58	.45	204	.75
61	.25	206	1.00
61 1/2	.25	303	.60
62	.60	304	.80
62 1/2	1.25	403	.40
63	.50	404	.50
63 1/2	.30	405	.60
64	.25	406	.70
64 1/2	.50	408	.80
66 1/2	1.00	503	.50
66 3/4	.20	504	.60
68	.15	505	.75
69	.45	506	.85
72	.45	508	.90
75	.50	803	.40
78 1/2	.85	804	.50
81	.85	805	.60
83	.85	806	.70
83 1/2	1.00	808	.85
84	.55	853	.40
85	4.00	854	.50
86	5.00	855	.65
87	6.00	856	.75
89	6.50	858	.90
92	1.50	Aluminoid Zig Zag—	
92 1/2	1.25	4-inch	\$1.25
94	1.75	5-inch	1.50
480	1.00	6-inch	1.75

REGISTERS—

Jap 6x8	\$1.55	White 6x8	\$1.85
Jap 8x10	1.65	White 8x10	2.00
Jap 10x12	2.40	White 10x12	2.80
Jap 10x14	3.15	White 10x14	3.80
Jap 12x14	4.85	White 12x14	5.35

REGISTER FACES—

Jap 6x8	\$1.00	White 6x8	\$1.30
Jap 8x10	1.10	White 8x10	1.45
Jap 10x12	1.70	White 10x12	2.20
Jap 10x14	2.20	White 10x14	2.85
Jap 12x14	2.80	White 12x14	3.65

DISSTON SAWS—

No.	18-in.	20-in.	22-in.	24-in.	26-in.	28-in. Rip
7	\$1.90	\$2.00	\$2.15	\$2.25	\$2.35	\$2.60
D-8 & 1874	2.85	2.50	2.60	2.70	2.85	3.10
16	2.85	2.50	2.60	2.70	2.85	3.10
12	2.70	2.85	3.05	3.25	3.45	3.70
112	2.80	2.95	3.20	3.35	3.60	3.85
D-21 & 22	2.50	2.65	2.85	3.05	3.25	3.50
D-30 & 23			2.85	3.05	3.25	3.50
D-100	2.50	2.65	2.85	3.05	3.25	3.50
120	3.15	3.25	3.40	3.60	3.75	4.00
D-115 & 15	3.80	3.90	4.05	4.20	4.40	4.65

SAWS—One Man—

	Simonds	Disston	Royal	Chinook C.O.	Chinook C.C.
3 1/2 ft.	\$3.35	\$3.25	6 ft.	\$9.60	5 1/2 \$5.75
4	3.85	3.50	6 1/2	10.80	6 6.50
4 1/2	4.80	4.00	7	12.00	6 1/2 7.80
5	4.80	4.50	7 1/2	13.25	7 8.15
					7 1/2 9.50

Simonds Felling same price as Royal Chinook C. C.

Atkins No. 400 and 401—		Atkins No. 68 and 69—		Atkins No. 58-51 and 65—		Atkins No. 64—		Atkins No. 66 and 67—		Atkins No. 70—	
28 in.	\$6.35	22 in.	4.85	22 in.	2.70	22 in.	3.00	22 in.	2.65	22 in.	2.10
26 in.	5.50	20 in.	4.40	20 in.	2.50	20 in.	2.70	20 in.	2.50	20 in.	1.95
24 in.	5.20	18 in.	4.15	18 in.	2.30	18 in.	2.40	18 in.	2.20	18 in.	1.75
28 in.	\$3.60	22 in.	2.70	22 in.	2.60	22 in.	3.00	22 in.	2.65	22 in.	2.10
26 in.	3.15	20 in.	2.50	20 in.	2.40	20 in.	2.70	20 in.	2.50	20 in.	1.95
24 in.	2.90	18 in.	2.30	18 in.	2.10	18 in.	2.40	18 in.	2.20	18 in.	1.75
28 in.	\$4.00	22 in.	3.00	22 in.	2.60	22 in.	3.00	22 in.	2.65	22 in.	2.10
26 in.	3.50	20 in.	2.70	20 in.	2.40	20 in.	2.70	20 in.	2.50	20 in.	1.95
24 in.	3.80	18 in.	2.40	18 in.	2.10	18 in.	2.40	18 in.	2.20	18 in.	1.75
28 in.	\$3.80	22 in.	2.70	22 in.	2.60	22 in.	3.00	22 in.	2.65	22 in.	2.10
26 in.	3.15	20 in.	2.50	20 in.	2.40	20 in.	2.70	20 in.	2.50	20 in.	1.95
24 in.	2.90	18 in.	2.30	18 in.	2.10	18 in.	2.40	18 in.	2.20	18 in.	1.75

RETAIL SELLING PRICES—Continued

SAWS—Continued.

Hand—		No. 10 Simonds or No. 7 Disston.	
No. 5 Simonds, No. 12 Disston or No. 69 Atkins.		No. 4 Simonds or No. 120 Disston.	
20-inch	.....\$2.65	16-inch	.....\$1.80
22-inch	.....3.00	18-inch	.....1.90
24-inch	.....3.50	20-inch	.....2.25
26-inch	.....3.85	22-inch	.....2.50
28-inch	.....4.25	24-inch	.....2.65
30-inch	.....4.75	26-inch	.....2.75
No. 8 Simonds, No. D8 Disston or No. 51 Atkins.		28-inch	.....3.25
20-inch	.....\$2.50	No. 112 Disston.	
22-inch	.....2.75	26-inch	.....\$4.00
24-inch	.....2.85	28-inch	.....4.25
26-inch	.....3.00	No. 112 Disston.	
28-inch	.....3.50	26-inch	.....\$3.25
30-inch	.....3.75	28-inch	.....3.50
No. D100 or No. D20 Disston.		Butcher No. 10, 16 in.	1.25
26-inch	.....\$3.25	18 in.	1.35
28-inch	.....3.50	20 in.	1.50
Back 12 in.	.....2.25	22 in.	1.65
Back 14 in.	.....2.50	Kitchen No. 2, 12 in.	.45
Back 16 in.	.....2.75	14 in.	.55
Back 18 in.	.....3.00	16 in.	.55
Back 20 in.	.....3.25	Mitre 24 in.	3.50
Compass No. 2, 10 in.	.60	26 in.	3.75
12 in.	.65	28 in.	4.25
14 in.	.70	30 in.	5.00
16 in.	.75	Nest Complete No. 3.	1.50
Buck—			
Com Sgl Brace V tooth	.....1.00		
Com Dbl Brace V tooth	.....1.50		
Com Dbl Brace Tuttle tooth	.....1.75		
SAW CLAMPS—Stearns—3, \$1.50; 0, \$1.00; 200, \$1.40. Went—2, \$2.25; No. 10, \$1.50; N33, \$1.75; No. 11 with guide, \$3.25.			
SAW SETS—			
201 G. & P.	.....\$1.00	Col.	.....1.10
Spec. Morrill.	.....1.10	7 Taintor.	.....1.10
105 Morrill.	......80	28 Triumph.	.....1.25
1 Morrill.	.....1.00	Hammer	......75
10	.....1.00	Lever	......25
77	......60		
X Out—			
Baker No. 3	.....2.25	Morine No. 2	.....1.90
Morrill No. 3	.....1.25	Morine No. 2 1/4	.....2.50
SAW TOOLS—			
Clipper Outfit	.....\$ .75	Setting Tool Disston—	
Morrill's Raker Gauge—		No. 100	......65
No. 1	......90	No. 4 Setting Blocks—	
No. 6	.....1.20	Morin	......90
No. 9	.....1.35	Swages No. 0 Disst.	4.50
Atkins Raker Swage.	.40	Swages, Whittings.	.75
5-M Tooth Gauge.	.15	Atkins Rex.	1.00
Jointers Pikes Perf.	.60	Atkins Excelsior.	.75
Jointers No. 7 Sterns	.65		
SCOOPS—Common Hollow Back—			
No.	Price	No.	Price
2	\$1.75	5	\$2.00
3	1.85	6	2.15
4	1.90	7	2.25
SCREEN (See Cloth)			
SCREWS—			
Iron Bench—			
%		1 1/4	
1		1 1/2	
1 1/4			
Wood Hand—			
6 inch		.45	
8 inch		.65	
10 inch		.85	
12 inch		.95	
Jorgensen—			
No. 0		\$1.15	
No. 1		1.25	
No. 2		1.50	
SCREWS—Wood—			
Contr. Broken		30c Dozen to 6.00 List	
Full Pkg.		85c Dozen to 7.00 List	
FH Brt		50%	
FH Bl		50%	
RH Bl		50%	
RH Nic		50%	
FH Gal		30%	
FH Brs		20%	
Flat Hd. Brt.—Small Quant.			
5c Dozen to		\$1.00 List	
10c Dozen to		2.00 List	
15c Dozen to		3.00 List	
20c Dozen to		4.00 List	

Machine Screws—Full Pkgs. or Dozen Lots—

Iron—Graduated from List Prices for small sizes to 20% discount on largest sizes.

Brass—Graduated from 25% above List Price for small sizes to 10% above List on largest sizes.

Nuts for Machine Screws—Iron, add 20% to List Price Brass, 40% to List Price

SCREW DRIVERS—Yankee—30, \$2.00; 31, \$2.75; 35, \$1.50; 130, \$2.25; 131, \$2.90.

POINTS & CHUCKS—

For 30 and 31	.75	8-inch	.95
For 35	.50	10-inch	1.10
Nos. 11 and 15, 2-in.	.55	No. 75	3.25
8-inch	.80	No. 80	1.00
4-inch	.65	No. 80	.85
5-inch	.75	No. 81	.95
6-inch	.85		

SCREW DRIVERS—G. & P.—367—1%, 35c; 3, 40c; 4, 45c.

SHEATHING (See Paper)

SHIELDS—

Diamond—Expansion		% each	
3-16, each	.05	Diamond—Lead	
1/2, each	.08	1/2 x 1/2, each	.04
5-16, each	.07	3-16 x 1/2, each	.04
1/2, each	.08	3-16 x 1, each	.04
1/2, each	.12	1/2 x 1, each	.06
1/2, each	.15	1/2 x 1, each	.06
		5-16 x 1, each	.07

SHINGLES—Tin, 5x7, \$2.50.

SHOVELS—

Chester	\$1.50	Stuart	2.00
Piqua	1.75	Holley	2.00
Tremont	1.75	Hartford	2.00
Nor. King	1.75	Gen. Maynard	2.25
Sterling	1.85	Maynard Pat.	2.25

Snow—

No. 30	\$1.15	11D	.65
No. 20	1.00	38WD	1.85
No. 11	.60	O33WD	1.25

SHOT—Drop, 25c lb.; Buck, 25c; Chilled, 25c; Air Rifle, 1-lb. bags, 25c; Tubes 1/4 lb., 10c; 2 for 25c.

SHOES—Horse—Light, extra light or snow. All sizes, 10c lb. Mule—No. 00 & 0, 12c lb.; 1, 11 1/2c; 2 & larger, 11c.

ASSES' SKIN—25, 45c; 50c, 65c; 75, 85c; 100, \$1.00.

SMOOTH-ON—60c lb.

SNIPS—

Straight 7	\$2.75	Straight 100	2.00
Straight 8	2.20	Circular 6 1/2 CB	\$4.75
Straight 9	2.10	Circular 7 CB	3.85
Straight 10	1.85	Circular 8 CB	3.25
Straight 11	1.50	Circular 9 CB	2.75
Straight 12	1.20	Circular 10 CB	2.50
Straight 18	3.00	Circular 11 CB	2.20
Straight 19	2.25	Circular 12 CB	1.85

SOLDER—1/2 x 1/2, 50c lb.

SPRAY PUMPS—Faultless, Tin, each, 60c; Barnes No. 254, \$4.50; Barnes No. 276, \$7.00.

STEEL SQUARES—Nichols—

Framing, N.P. 100A	\$4.00	Oxidized Cop. 100A	3.00
Framing, N.P. 100	3.75	Oxidized Cop. 100	2.75
Framing, Pol. 100A	2.50	Royal Cop. 100A	3.00
Framing, Pol. 100	2.25	Royal Cop. 100	2.75

Standard Makes—Eagle, Sargent, R. & E., Etc.—

No. 100 Polished	\$2.25	No. 14 Polished	1.50
No. 100 Blued	2.50	No. 3 Polished	1.75
Add 75c for Take-Down Squares to above price.			
Goodell's No. 66 12 inch Combination Square		\$1.25	
Starrett's No. 23 12 inch Combination Square		1.50	

SQUARES—Try—

No. 20—3 inch	.85	No. 20—9 inch	.75
No. 20—4 1/2 inch	.40	No. 20—10 inch	.85
No. 20—6 inch	.50	No. 20—12 inch	1.00
No. 20—7 1/2 inch	.60		

STAPLES—Netting, Galv., 15c lb.; Barbed Wire, Polished, 7 1/2c.

STARRETT'S TOOLS—"Shop" or "Retail"—

Micrometers, 40% above list.
Caliper Rules, 40% above list.
Thickness Gauges, 40% above list.
Steel Tables, 40% above list.
All other items, 25% above list.

G. & P. GOODS—Hack Saw Frames—69, \$1.75 69B, \$1.50 247, \$2.00 5, \$.50 14, \$2.00

STEEL—Mild, base, 8c; Tool, 20c; Drill—Com., 20c.

RETAIL SELLING PRICES—Continued

STEEL GOODS—

Hay Forks.		Jr. Header Forks.		Coke Forks.		Warren. Hoos.		Bush Scythes.		SB14	
84 1/4 B	.....\$1.25	J0184	.....\$1.35	710	.....\$2.50			Bush	1.50	SB16	..... 1.00
85B	.....1.25	J0184 1/2	.....1.40	712	.....2.75	W7	.....\$1.00	Dutchman	1.50		
88A	.....1.25	J0185	.....1.40	714	.....3.00	W7 1/2	.....1.00	Clipper	1.65	Malleable Rakes.	
88 1/4 B	.....1.25	Header Forks.		Shavings Forks.		W8	.....1.10	50A	Smith's Hoos.	12BCM	.....\$ .50
88 1/2 B	.....1.25	R0144 1/4	.....\$1.50	806L	.....\$2.10					14BCM	.....\$ .50
88 3/4 B	.....1.25	R0154	.....1.65	Fish Forks.		LY5	......65	NO7	Nursery.	24	Lawn Rakes.
88 3/8 B	.....1.25	R0154 1/2	.....1.65	IF	.....\$ .75					Wood	......50
88 1/2 B	.....1.35	R0155	.....1.65	Stone.		RA	......40		German.	914	Asphalt.
88 3/4 B	.....1.50	Alfalfa Forks.		HH4	.....\$1.50			GE2-0	Planter's Eye.		.....\$2.25
88 1/2 B	.....1.50	A0184 1/4	.....\$1.50	99E	.....2.25	GO78	......90	AE3			
88 3/4 B	.....1.50	Ensilage Forks.		Potato Hooks.		GO78X	......75	AE5		Edger	Turf.
88 1/2 B	.....1.50	508	.....\$2.00	4BHFM	.....\$1.10				Mortar.		.....\$1.00
Barley Forks.		C1717L	.....\$2.75	4BHD	.....1.10	BB6	......75	9		Dandelion.	
B0185	.....\$1.85	Chaff Forks.		5GNE	.....1.15	BB6 1/2	......75	S10	.....1.25	Spuds	.....\$1.25
B0505	.....2.25	OL4	.....\$1.50	6GNE	.....1.25	Weed.		M210	.....1.35	Dock Cutter	.....\$1.35
Manure Forks.		OLD	.....1.50	5CP	.....1.35	1P	......40	M29	.....1.25	1	Floral Seta.
84 1/4	.....\$1.25	OLDX	.....1.35	5MP	......60	2P	......45	Invincible.		2	.....\$ .45
84 1/2	.....1.35	OLDX	.....1.40	Hoedown.		4P	......85	1905	.....\$1.10	3PF	.....1.65
84D	.....1.50	05H4	.....2.00	40HD	.....\$1.65	6P	......90	Rakes—Bow.		4PSF	.....\$ .60
84 1/2 X	.....1.10	05HD	.....2.00	Hoos—Planter Eye.		2PF	......60	B11	.....\$1.00		
84DX	.....1.25	Potato Forks.		SES	.....\$ .75	Acme.		B18	.....1.15	Floral Shovel	
854 1/4	.....1.65	P064	.....\$1.60	Scuffle.		A	......95	B15	.....1.25	FSD	.....\$ .55
85D	.....1.75	P06D	.....1.65	FFD	.....\$ .65	Mattock.		Steel.			
864 1/4	.....1.90	Sluice Forks.		XGS	......90	DES	......70	100	.....\$ .75	TY4	.....\$1.55
86D	.....2.00	208	.....\$2.35	BS	.....1.15	Snathes.		120	......85		
Header Forks.		210	.....2.50	AI	......90	50	.....1.35	140	......90	GR6	.....\$ .55
88144	.....1.50	Stone Forks.		Garden Hoos.		100	.....1.50	160	......90	Clam Rakes.	
88144 1/2	.....1.50	99R	.....\$2.25	G78X	.....\$ .75			SB12	......85	1120	.....\$1.00
88154 1/2	.....1.40										
88155	.....1.50										

STONES—CARBORUNDUM—

No. 76	.....\$ .25	No. 128	......75
No. 107	.....1.15	No. 124	......65
No. 108	.....1.50	No. 180	......50
No. 109	.....1.00	No. 181	......50
No. 110	.....1.25	No. 142	......50
No. 111	......75	No. 148	......50
No. 112	......60	No. 144	......50
No. 113	......60	No. 145	......30
No. 115	.....\$1.25	No. 146	......30
No. 116	.....1.25	No. 147	......30
No. 117	.....1.25	No. 149	......15
No. 118	.....1.00	No. 180	......65
No. 119	.....1.00	No. 184	......60
No. 120	.....1.00	No. 196	......40
No. 121	......75	No. 292	......35
No. 122	......75		

STOVES—Common Air-Tights—

No. 16 Unlined	.....\$2.25	No. 22 Lined	.....\$4.50
No. 18 Unlined	.....3.00	No. 24 Lined	.....5.00
No. 20 Lined	.....4.00	No. 26 Lined	.....6.00

STRETCHERS—Wire—Elwood, \$1.25; Star (No. 482), \$1.75; Giant (Tackle Blk), \$2.50.

STOCKS & DIES—

Green River List plus 25%		Common No. 1 pipe	.....\$7.75
Little Giant, List plus 25%		No. 2	.....9.90
Armstrong No. 1 pipe	.....\$5.85	Stocks Only—	
No. 2	.....7.80	Common No. 1 pipe	.....2.50
No. 2 1/2	.....8.50	No. 2	.....4.25
No. 3, 1 1/2 to 2	.....13.00	Armstrong No. 2	.....2.50
No. 3, 1 to 2	.....15.60	No. 3	.....5.35
Dies—Solid pipe only 40% off.		Armstrong Dies only 20% off.	

STOP AND WASTE—

Rough Brass, Iron Pipe Threads No. 10 T-Handle or No. 20 Lever Handle—		1/2 inch	.....2.00
1/2 inch	.....\$1.25	3/4 inch	.....3.00
3/4 inch	.....1.75	1 inch	.....3.00
No. 30 High Grade "Cap" Pattern T or Lever Handle—		1/2 inch	.....2.50
Rough Brass, Iron Pipe Threads		3/4 inch	.....2.75
1/2 inch	.....\$1.50	1 inch	.....2.75
3/4 inch	.....2.10		

STRIP—Weather—Rubber, 1/2-in. 8c per ft; 3/4-in. 4c ft.

SUPPORTS—Wagon Tongue—

No. in.	Price	No. in.	Price	No. in.	Price
1	.....\$1.50	2	.....\$2.00	3	.....\$2.75

SWEEPERS—Carpet—

Universal	.....\$3.75	American Queen	.....5.00
Grand Rap. Jap.	.....4.00	Omb	.....8.50
Grand Rap. N. P.	.....4.50	Parlor Queen	.....5.50

TAPS—Machine Hand—

1-16 to 15-64	.....80%	1 1-16 to 2	.....20%
1/4 to 1	.....80%	Stove Bolt—	
1 1-16 to 2	.....20%	8-16	.....80%
Left Hnd Dbl List plus 20%		1/4 to 1/2	.....25%
Machine Screw—		Pipe—	
1 1/2 to 12	.....35%	1/4 to 2	.....40%
14 to 24	.....35%	2 1/2 to 3	.....80%
Machine Nut—		3 1/2 to 4	.....20%
8-16 to 1	.....80%		

TACKS—Bulk—

Wire 3 ounce, per lb.	.....\$ .35	3 oz. and larger 1/4 lb.	......05
Wire 4 ounce and larger, per lb.	......35	3 oz. and larger 1/4 lb.	......10
Blue Double Point, 9 to 12	......35	Gimp	......10
Blue Upholster 2 to 3 ounce, per lb.	......35	1 to 3 oz. 1/4 lb.	......10
Blue Upholster 4 ounce and larger, per lb.	......35	4 oz. and larger 1/4 lb.	......05
Galvanized Upholster 4 ounce and larger, per lb.	......40	4 oz. and larger 1/4 lb.	......10
Bill Posters 4 ounce and larger, per lb.	......80		
In Packages—			
Blue or Tind.			
Dbl. Point 1/4 lb.	.....\$ .05		
Wire 1/4 lb.	......05		
Wire 1/2 lb.	......10		
Blue Cut			
1 1/2 to 2 1/2 oz. 1/4 lb.	.....\$ .10		

TENTS—

Size	8-oz.	10-oz.	Poles
7x7	.....\$ 9.60	\$11.20	\$1.60
7x9	.....10.40	13.25	1.60
9x9	.....12.15	15.35	1.60
9 1/2 x 12	.....15.50	18.05	2.00
12x14	.....20.75	24.25	2.85
14x16	.....25.80	29.95	2.70
14x20	.....27.25	30.95	3.20
16x18	.....38.85	39.80	3.60
16x20	.....37.15	43.70	3.90
16x24	.....40.90	47.75	3.90
16x30	.....46.00	54.25	4.20
16x30	.....56.40	65.80	4.50
A or Wedge—			
5x7, 8 oz.	.....\$6.00	5x7, 10 oz.	.....\$6.95
7x7, 8 oz.	.....7.55	7x7, 10 oz.	.....8.80
7x9, 8 oz.	.....9.05	7x9, 10 oz.	.....10.60
Flye—1/2 price of tent.		Pins, 3c each.	

TEES—Stove Pipe—Cylinder—

Asbestos 6 inch—		Adjustable 6 inch—	
6x4, each	.....\$ .90	4 to 8	.....\$ .60
6x6, each	.....1.25	6 to 12	......65
6x8, each	.....1.65	Adjustable 7 inch—	
8x6, each	.....1.75	6 to 12	......85

THIMBLES—Asbestos—Each. 6x4, 90c; 6x6, \$1.25; 6x8, \$1.65; 8x6, \$1.75. Adj. Stove Pipe—4 to 8, 50c; 6 to 12, 75c.

THIMBLES—Flue—6-in., 10c; 7 in., 10c.

THICKNESS GAUGES—40% above list price.

TIN—Common Roofing, 30c per sheet.

TONGS—Vulcan Chain—31, \$3.50; 32, \$5.00; 33, \$7.00; 38 1/2, \$9.00; 34, \$11.00.

TORCHES—O & L—No. 31, \$6.50; No. 32, \$6.75; No. 18, \$5.00; No. 37, \$5.50; No. 47, \$7.35; No. 28, \$2.00.

TRAPS—

No.	Each	Dos.	Each	Dos.
No. 0	.....\$ .20	\$1.50	.....\$ .85	\$3.30
No. 1	......25	1.80	......40	3.85
No. 1 1/2	......80	2.65	......50	5.80
No. 2	......40	3.75	......85	8.50
No. 3	......50	5.00	.....1.15	11.50
No. 4	......65	5.85	.....1.25	13.50
No. 6			.....7.50	81.00
			.....18.75	204.00

RETAIL SELLING PRICES—Continued

TRAPS—Continued.

Jump—		
No. 0	.30	2.00
No. 1	.30	2.75
No. 1½	.40	3.75
No. 2	.50	5.00

TROUGH—

Eaves—		5 inch, per doz.	.25
4 in.	\$.12½	6 inch, per doz.	.40
5 in.	.15	End Caps—	
6 in.	.18	4 in.	\$.15
Mitres—		5 in.	.20
4 in.	\$.45	6 in.	.25
5 inch.	.50	End Pa. Comp.—	
6 in.	.60	4 in.	\$.25
Hangers—Wire—		5 in.	.30
4 inch, per doz.	\$.30	6 in.	.35

TROWELS—Rose Brick Wood Handle, 10½-11-11½-12, \$1.65; Marshalltown Lea., \$2.00 Plastering, 2.50

TROWELS—Rose Brick, Wood Hdl.—10½, \$1.65; 11, \$1.65; 11½, \$1.65; 12, \$1.65. Marshalltown Lea.—10½, \$2.00; 11, \$2.00; 11½, \$2.00; 12, \$2.00. Plastering—11, \$2.50; 11½, \$2.50; 12, \$2.50.

TUBS—Galvanized—Common, 0, \$1.25; 1, \$1.50; 2, \$1.65; 3, \$1.85; 12, \$1.75; 13, \$2.00. Ex. Heavy—100s, \$2.25; 200s, \$2.50; 300s, \$2.75.

TURNES—Cupboard—Brass Plated—Small, 30c; large, 25c.

TWINE—Sacklin—¼-lb. hank, 20c.

TWINES—Cotton, 2 oz. balls, 10c each; Cones, 60c lb. Flax—18BC. ¼-lb. balls, 25c each; 18BB. ¼-lb. balls, 15c each; 18BC. ¼-lb. balls, 30c each. Spring, No. 4½, ¼-lb. balls, 20c each; 1-lb. balls, 85c each. Sail—¼-lb. hank, 15c each; ½-lb. hank, 30c each. Seine—60 to 42, 75c lb.; larger, 75c lb. Marlin—40c lb. Cotton Wicking—14 to lb., 5c each; 8 to lb., 10c each.

TAPES—

Starrett	Lufkin	Starrett	Lufkin
No. 510, 25-ft.	360 \$3.85	550	3.00
No. 510, 50-ft.	268 4.83	558	3.75
No. 510, 75-ft.	268 6.15	555	4.75
No. 510, 100-ft.	268 7.75	556	6.00
No. 505, 25-ft.	240 2.25	100	4.00
No. 505, 50-ft.	243 4.00	103	5.00
No. 505, 75-ft.	245 5.25	105	6.25
No. 505, 100-ft.	246 6.75	1260	2.50
		1263	4.50
		1265	5.75

VALLEY—Tin—4-in., 6c ft.; 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.

VALVES—

Standard Globe and Angle Valves—	Standard Gate Valves—
¼	¼
½	½
¾	¾
1	1
1½	1½
2	2

VISES—Solid Box—

35 lb.	\$12.50	65 lb.	17.50	90 lb.	25.00
40 lb.	13.15	70 lb.	18.75	95 lb.	26.25
45 lb.	13.75	75 lb.	20.00	100 lb.	27.50
50 lb.	14.40	80 lb.	21.90	125 lb.	35.65
55 lb.	15.00	85 lb.	23.15	150 lb.	48.60
60 lb.	16.25				

WATCHES—

Yankee	\$.185	Junior	2.75
Triumph	1.50	Midjet	2.75
Eclipse	2.00	Radiolite	2.50

WASHERS—Cut—3-16, lb., 30c; ¼, 25c; 5-16, 20c; ¾, 20c; ½ 15c; ¾, 12½c; ¾, 12½c. Malleable, 13c; Cast, 6c.

WEANERS—Calf—Shaws No. 1, 50c; No. 2, 65c. Hoosier No. 11, 75c; No. 12, 85c.

WASTE—No. 1 White, lb., 25c; No. 2, 30c; No. 2 Colored, 16c.

WAX—Floor, 60c.

WEDGES—Truckee-Alki, lb., 15c; Oregon-Atha, 25c; Cedar-Atha, 30c; Cedar-Alki, 15c; Falling, 27c; Saw, 19c.

WEIGHTS—Sash—3 lbs. and over, 4c lb. Eveners or Balances—½, 7c lb.

WIRE—Plain Fence—

Black—Nos. 6 to 16, 5 to 24-lb. lots.	\$.08		
Galvanized—Nos. 6 to 16, 5 to 24-lb. lots.	.10		
Black, 1 to 5-lb.	\$.10	Galv., 1 to 5-lb.	.12
Barbed Fence—			
Glidden Pat.	\$.60	Waukeganito Galv.	7.70
Glidden Galv.	6.70	Am. Spcl. Galv. 80 rds	4.25
Baker Pat.	6.25	Glidden Galv. 80 rds.	5.65
Baker Galv.	6.95		
Bailing Wire—			
14 Ga. 100-lb. full coil.	6.45	16 Ga.	6.65
15 Ga.	6.55		
Broken Coils—1 to 24-lb. add 8c lb.; 25 to 50-lb. add 2c lb.; 50 to 100-lb. add 1 c lb.			
Bale Ties—9½ ft., 15 Ga., per bundle of 250,	\$3.25		

WOOL—Steel—1-lb. rolls—0, 85c; 1, 75c. Wheels—Grinding Discount 40%.

WHEELBARROWS—

Ajax	\$.525	No. 5 Tubular	14.50
Scioto	5.75	Garden K&J No. 1	6.00
Pen. Amer.	10.50	No. 8	8.00
K&G Concrete	13.50	No. 4	8.00
Sterling	13.00	No. 5	10.00
AX Tubular	10.00	Extra Wheels—13A.	2.50
No. 4 Tubular	12.00		

WRENCHES—

	Agri.	Coes	PS&W
6 in.	\$.60	\$1.35	\$1.25
8 in.	.75	1.75	1.50
10 in.	.90	2.00	1.75
12 in.	1.10	2.25	2.00
15 in.	1.40	3.00	2.75
18 in.		3.75	3.50
21 in.		4.50	4.25
Crescent—			
4 in.	\$1.00	10 in.	1.40
6 in.	1.00	14 in.	1.95
8 in.	1.25	18 in.	2.75
10 in.	1.50	24 in.	4.00
12 in.	1.75	36 in.	7.40
15 in.	2.25	48 in.	11.00
Stillson & Trim—		Orescent Double End—	
6 in.	\$1.10	6-8	\$1.75
8 in.	1.25	8-10	\$2.00

Parts for Trim & Stillson 35% Discount.

ZINC—Full Sheets, 40c lb.; less than Sheets, 50c lb.

M. Augustus of San Francisco is preparing to open a plumbing shop at Cloverdale, Cal., and has leased a building for that purpose.

The Reno Plumbing & Heating Co., Reno, Nevada, have secured the contract for installing a steam-heating plant in the State Printing office at Carson City.

Rushlight & Hastorf of Portland, Oregon, have secured the plumbing contract in the Kitchen building and shop at the school for the blind at Vancouver, Wash.

W. C. Merritt has secured the plumbing contract for the Riverview Union High School that is being constructed near San Diego. The amount of the plumbing contract is \$900.00.

O. H. Smith has disposed of his interest in the Miami Hardware Co., Miami, Arizona, to his partner. I. H. Cox is now the head of the Plumbing Department and W. B. Buchanan is in charge of the Hardware Department.

Statement of ownership, management, circulation, etc., required by the Act of Congress of Aug. 24, 1912, of Hardware World, published monthly at Portland, Ore., for Oct. 1, 1917. Before me, a Notary Public, personally appeared T. M. Shearman, who, having been duly sworn according to law, deposes and says that he is the publisher of the Hardware World, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption. Publisher, T. M. Shearman, 388 Taylor St., Portland, Ore.; editor, T. M. Shearman; business manager, T. M. Shearman; owner, T. M. Shearman. Known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages or other securities are: None. The two paragraphs next above, giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect, in the said stock, bonds, or other securities than as so stated by him. T. M. Shearman, Publisher. Sworn to and subscribed before me this 1st day of October, 1917. D. B. Richards, Notary Public.

WHERE TO BUY

Classified list of the products of progressive manufacturers—Goods that can be depended upon. Note carefully our advertising pages for particulars, or address our information department.

- ABRASIVES**
Carborundum Co., Niagara Falls, N. Y.
- AIR PUMPS**
Curtis Pneu. Machinery Co., St. Louis, Missouri.
- AIR VALVES**
Beaton & Cadwell Mfg. Co., New Britain, Conn.
Romort Mfg. Co., Seattle, Wash.
- ALUMINUM GOODS**
Aluminum Goods Mfg. Co., Manitowoc, Wis.
- AMMUNITION**
Giant Powder Co., San Francisco, Cal.
Peters Cartridge Co., Cincinnati, O.; San Francisco, Cal.
- ASBESTOS FURNACE CEMENT**
Wm. Conners Paint Mfg. Co., Troy, New York.
- AUGER BITS**
James Swan Co., Seymour, Conn.
Lebanon Machine Co., Lebanon, N. H.
Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.
Progressive Mfg. Co., Torrington, Ct.
- AUTOMATIC SCALES**
Detroit Automatic Scale Co., Detroit, Mich.
- AUTOMOBILE ACCESSORIES AND SUPPLIES**
Alcorno Mfg. Co., Newark, N. J.
American Chain Co., Bridgeport, Conn.
Auto Pedal Pad Co., New York, N. Y.
Boston Woven Hose & Rubber Co., Boston, Mass.
Buffum Tool Co., Louisiana, Mo.
Century Plainfield Tire Co., Plainfield, N. J.
Chicago Flexible Shaft Co., Chicago.
Curtis Pneu. Machinery Co., St. Louis, Missouri.
Dunham, Carrigan & Hayden, San Francisco, Cal.
Eclipse Mfg. Co., Indianapolis, Ind.
L. P. Halladay Co., Streator, Ill.
J. H. Haney & Co., Hastings, Neb.
Hartford Rubber Works, New York.
Honeyman Hardware Co., Portland, Or.
W. H. Howell Co., Geneva, Ill.
Joseph Dixon Crucible Co., Jersey City, N. J.
Lane Bros. Co., Poughkeepsie, N. Y.
Lee Broom & Duster Co., Lincoln, Neb.
Monamobile Oil Co., San Francisco.
Frank Mossberg Co., Attleboro, Mass.
Motor Car Supply Co., Chicago, Ill.
Pacific Hdw. & Steel Co., San Francisco, Cal.
Platt & Washburn Refining Co., New York, N. Y. and San Francisco.
R. F. Sedgley, Philadelphia, Pa.
Romort Mfg. Co., Seattle, Wash.
Stanley Works, New Britain, Conn.
Spring Leaf Lubricator Co., Ann Arbor, Mich.
Strevell-Paterson Hardware Co., Salt Lake City, Utah.
Salt Lake Hardware Co., Salt Lake City, Utah.
Simmons Hdw. Co., St. Louis, Mo.
Union Hdw. & Metal Co., Los Angeles, Cal.
U. S. Tire Co., New York, N. Y.
Tritch Hardware Co., Denver, Colo.
Whitton Hardware Co., Seattle, Wash.
Weed Chain Tire Grip Co., New York.
- AUTOMOBILE OILS**
Monamobile Oil Co., San Francisco.
Platt & Washburn Refining Co., New York and San Francisco.
Tiona Oil Co., Binghamton, N. Y.
Union Hdw. & Metal Co., Los Angeles, Cal.
- AUTOMOBILE POLISH**
Common Sense Mfg. Co., San Francisco, Cal., and St. Louis, Mo.
- AXES**
Simmons Hdw. Co., St. Louis, Mo.
- BABBITT METAL**
Wheeling Corrugating Co., Wheeling, W. Va.
Whitaker-Glessner Co., Wheeling, W. Va.
- BAKING PANS**
Wheeling Corrugating Co., Wheeling, W. Va.
Whitaker-Glessner Co., Wheeling, W. Va.
- BALL COCKS**
Boston Brass Co., Waltham, Mass.
- BARB WIRE**
American Steel & Wire Co., Chicago, Ill.; San Francisco and Los Angeles, Cal.; Portland, Ore., and Seattle.
Pittsburgh Steel Co., Pittsburgh, Pa., and 815-819 Monadnock Bldg., San Francisco, Cal.
John A. Roebblings Sons Co., Portland, Oregon.
United States Steel Products Co., San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.
- BARN DOOR HANGERS**
Hunt, Helm, Ferris & Co., Harvard, Illinois.
Lane Bros. Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Pittsburgh, Pa.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Safety Door Hanger Co., Ashland, O.
Stanley Works, New Britain, Conn.
Wagner Mfg. Co., Cedar Falls, Iowa.
- BARN DOOR LATCHES**
F. & F. Corbin, New Britain, Conn.
Lane Bros. Co., Poughkeepsie, N. Y.
Stanley Works, New Britain, Conn.
- BATTERIES**
Whitton Hardware Co., Seattle, Wash.
- BIRD CAGES AND SUNDRIES**
O. Lindemann & Co., New York, N. Y.
- BITS**
Buffum Tool Co., Louisiana, Mo.
Lebanon Machine Co., Lebanon, N. H.
Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.
Progressive Mfg. Co., Torrington, Ct.
- BLACKSMITHS' SUPPLIES**
Buffum Tool Co., Louisiana, Mo.
Buffalo Forge Co., Buffalo, N. Y.
- BLASTING POWDER**
Giant Powder Co., San Francisco, Cal.
Hercules Powder Co., Wilmington, Del.
- BOILER GRAPHITE**
Joseph Dixon Crucible Co., Jersey City, N. J.
- BOILER HANDLES**
Berger Bros. Co., Philadelphia, Pa.
- BOLT CASES**
American Bolt & Screw Case Co., Dayton, O.
- BOLT CLIPPERS**
H. K. Porter Co., Everett, Mass.
- BOLTS—Door**
Bommer Bros., Brooklyn, N. Y.
Chicago Spring Butt Co., Chicago, Ill.
P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.
The Stanley Works, New Britain, Ct.
- BOX OPENERS**
Bridgeport Hdw. Mfg. Co., Bridgeport, Conn.
- BRACES**
Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.
- BRACKETS—Shelf**
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Ct.
- BRAZIERS**
Clayton & Lambert Mfg. Co., Detroit, Michigan.
Turner Brass Works, Sycamore, Ill.
- BRIDLE IRONS**
Lane Bros. Co., Poughkeepsie, N. Y.
- BROOMS**
Lee Broom & Duster Co., Lincoln, Neb.
- BUILDERS' HARDWARE**
Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.
- BUTTS**
P. & F. Corbin, New Britain, Conn.
The Chicago Spring Butt Co., Chicago.
Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.
- CANS AND SPECIALTIES**
Stuber & Kuck, Peoria, Ill.
- CAPS, BLASTING**
Giant Powder Co., San Francisco, Cal.
Hercules Powder Co., Wilmington, Del.
- CARBORUNDUM**
Carborundum Co., Niagara Falls, N. Y.
- CASH REGISTERS**
National Cash Register Co., Dayton, O.
- CASTERS**
Faultless Caster Co., Evansville, Ind.
Universal Caster & Foundry Co., New-
ark, N. J.
- CATCHES—Transom**
P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.
- CEILING PLATES**
Beaton & Corbin Mfg. Co., South-
ington, Conn.
- CELLAR WINDOW SETS**
Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.
- CHAIN**
American Chain Co., Bridgeport, Conn.
Shelby Spring Hinge Co., Shelby, O.
- CHAIR TIPS**
Elastic Tip Co., Boston, Mass.
Henry Peabody & Co., New York.
- CHEMICAL ENGINES**
O. J. Childs Co., Utica, N. Y.
- CHERRY SEEDERS**
Enterprise Mfg. Co., Philadelphia, Pa.
- CHISELS**
Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.
- CLIPPERS**
H. K. Porter, Everett, Mass.
- CLOCKS**
New Haven Clock Co., New Haven, Conn.
- COAT AND HAT HOOKS**
Atlas Mfg. Co., New Haven, Conn.
Shelby Spring Hinge Co., Shelby, O.
- CONCRETE MIXERS**
Lansing Wheelbarrow Co., San Fran-
cisco, Cal.
- CONDUCTOR ELBOWS**
Ferdinand Dieckmann Co., Cincinnati, Ohio.
- COPPER GASKETS**
Beaton & Cadwell Mfg. Co., New Brit-
ain, Conn.
- CORDAGE**
Columbian Rope Co., Auburn, N. Y.
Portland Cordage Co., Portland, Ore.
Samson Cordage Works, Boston, Mass.
- CURRY COMBS**
New York Stamping Co., Brooklyn.

WHERE TO BUY—Continued

CUTLERY

Honeyman Hardware Co., Portland, Or.
International Silver Co., Meriden, Ct.
Jacobs Bros. Co., Inc., New York.
Ontario Knife Co., Franklinville, N. Y.
Simmons Hardware Co., St. Louis, Mo.
Salt Lake Hardware Co., Salt Lake City, Utah.
Schwabacher Hardware Co., Seattle, Wash.
Strevell-Paterson Hardware Co., Salt Lake City, Utah.

CYLINDER OILS

Platt & Washburn Refining Co., New York and San Francisco.
Tiona Oil Co., Binghamton, N. Y.

DIES

Greenfield Tap and Die Corporation, Greenfield, Mass.

DOOR HANGERS

Hunt, Helm, Ferris & Co., Harvard, Ill.
Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Safety Door Hanger Co., Ashland, O.
Stanley Works, New Britain, Conn.
Wagner Mfg. Co., Cedar Falls, Iowa.

DOOR LATCHES

Lane Bros. Co., Poughkeepsie, N. Y.
The Stanley Works, New Britain, Ct.

DOOR PULLS

Bommer Brothers, Brooklyn, N. Y.

DOOR SPRINGS

Chicago Spring Butt Co., Chicago, Ill.

DRAG SAWS

R. M. Wade & Co., Portland, Ore.

DRINKING FOUNTAINS

Buffum Tool Co., Louisiana, Mo.
M. L. Kline, Portland, Ore.

DRILLS

Buffalo Forge Co., Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DUMBWAITERS

Sedgwick Machine Works, New York.

DUSTERS

Lee Broom & Duster Co., Lincoln, Neb.

DYNAMITE

Dupont Powder Co., Wilmington, Del.
Giant Powder Co., San Francisco, Cal.
Hercules Powder Co., Wilmington, Del.

ELECTRICAL SUPPLIES

Pacific Hardware & Steel Co., San Francisco.
Salt Lake Hardware Co., Salt Lake, Utah.

ELEVATORS

Sedgwick Machine Works, New York.

ENAMELED WARE

Honeyman Hardware Co., Portland, Or.
Central Stamping Co., New York, N.Y.
New York Stamping Co., Brooklyn, N.Y.
Lalanc & Grosjean Mfg. Co., New York, Chicago and San Francisco.
Salt Lake Hardware Co., Salt Lake City, Utah.
Simmons Hardware Co., St. Louis, Mo.
Strevell-Paterson Hardware Co., Salt Lake City, Utah.

ENGINES

Lansing Wheelbarrow Co., San Francisco, Cal.

ESCUTCHEONS

P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.

FASTENERS—Casement Window

Shelby Spring Hinge Co., Shelby, O.

FAUCETS

Thos. Savill's Sons, Philadelphia, Pa.
Lane Bros. Co., Poughkeepsie, N. Y.

FENCE

United States Steel Products Co., San Francisco, Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.

FILES

Delta File Works, Philadelphia, Pa.
Henry Disston & Sons, Philadelphia.
Nicholson File Co., Providence, R. I.
McCaffrey File Co., Philadelphia, Pa.
Simonds Mfg. Co., Fitchburg, Mass.

FIRE APPARATUS

O. J. Childs Co., Utica, N. Y.

FIREARMS

Colt's Patent Firearms Co., Hartford, Conn.

FIRE POTS

Clayton & Lambert Mfg. Co., Detroit, Michigan.

FITTINGS

Central Foundry Co., New York.
M. L. Kline, Portland, Ore.
Rhode Island Fittings Co., Hillsgrove, R. I.
Stanley G. Flagg & Co., Philadelphia.

FLOOR AND CEILING PLATES

Beaton & Cadwell Mfg. Co., New Britain, Conn.
Beaton & Corbin Mfg. Co., Southington, Conn.

FLOOR HINGES

Standard Mfg. Co., Shelby, Ohio.

FLOOR SLEEVES

Beaton & Cadwell Mfg. Co., New Britain, Conn.

FLOUR SIFTERS

Fred J. Meyers Mfg. Co., Hamilton, O.

FOOD CHOPPERS

Enterprise Mfg. Co. of Pa., Philadelphia, Pa.
Schlichter Mfg. Co., Hamilton, Ohio.

FORGES

Buffalo Forge Co., Buffalo, N. Y.

FRY PANS

Central Stamping Co., New York, N.Y.
New York Stamping Co., Brooklyn.
Wheeling Corrugating Co., Wheeling, W. Va.

FURNACES

Outler & Proctor Stove Co., Peoria, Illinois.
Otto Berns, Newark, N. J.

FURNITURE SLIDES

Universal Caster & Foundry Co., Newark, N. J.

GALVANIZED FITTINGS

Ferninand Dieckmann Co., Cincinnati, Ohio.

GALVANIZED GOODS

Wheeling Corrugating Co., Wheeling, W. Va.

GARAGE EQUIPMENT

Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Hunt, Helm, Ferris & Co., Harvard, Ill.
The Stanley Works, New Britain, Ct.

GARDEN TOOLS

Buffum Tool Co., Louisiana, Mo.
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Union Fork & Hoe Co., Columbus, O.

GAS HEATERS

Hess-Snyder Co., Massillon, O.
Minier Gas Heater Co., South Pasadena, Cal.

GAS RANGES

James Graham Mfg. Co., San Francisco.

GASOLINE TORCHES

Clayton & Lambert Mfg. Co., Detroit, Michigan.
Otto Berns, Newark, N. J.

GRAPHITE

Joseph Dixon Crucible Co., Jersey City, N. J.; San Francisco, Cal.

GRAPHITE PAINT

Joseph Dixon Crucible Co., Jersey City, New Jersey.

GRASS CATCHERS

Excelsior Bag & Mfg. Co., Troy, N. Y.
Philadelphia Lawn Mower Co., Philadelphia, Pa.
Specialty Mfg. Co., St. Anthony Park, Minnesota.

GRINDERS

The Carborundum Co., Niagara Falls, New York.

HAMMERS

Vaughan & Bushnell Mfg. Co., Chicago, Ill.

HANDLES

Buffum Tool Co., Louisiana, Mo.
Ivory Handle Co., Hope, Ark.

HAND FIRE EXTINGUISHERS

O. J. Childs Co., Utica, N. Y.

HAND CARTS

Lansing Wheelbarrow Co., San Francisco, Cal.

HANGING SCALES

Pelouse Mfg. Co., Chicago, Illinois.
Triner Scale Co., Chicago, Ill.

HARDWARE JOBBERS

Baker & Hamilton, San Francisco, Cal.
Dunham, Carrigan & Hayden, San Francisco, Cal.
A. M. Holter Hardware Co., Helena, Montana.
Hammond Lumber Co., Los Angeles.
Honeyman Hardware Co., Portland, Or.
Jensen, King, Byrd Co., Spokane, Wn.
Pacific Hardware & Steel Co., San Francisco, Cal.
Salt Lake Hardware Co., Salt Lake City, Utah.
Schwabacher Hardware Co., Seattle, Wash.
Simmons Hardware Co., St. Louis, Mo.
Strevell-Paterson Hdwe. Co., Salt Lake City, Utah.
Union Hardware & Metal Co., Los Angeles, Cal.
Thomson-Diggs Co., Sacramento, Cal.
Whitton Hardware Co., Seattle, Wash.

HARDWARE SPECIALTIES

Bridgeport Hardware Mfg. Co., Bridgeport, Conn.
Buckeye Aluminum Co., Doylestown, O.
Buffum Tool Co., Louisiana, Mo.
Crescent Tool Co., Jamestown, N. Y.
Delta File Works, Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Excelsior Bag & Mfg. Co., Troy, N. Y.
Fred J. Meyers Mfg. Co., Hamilton, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Lufkin Rule Co., Saginaw, Mich.
New York Stamping Co., Brooklyn, N.Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Salt Lake Hardware Co., Salt Lake City, Utah.
Schwabacher Hardware Co., Seattle, Wash.
Shelby Spring Hinge Co., Shelby, O.
Simmons Hdwe. Co., St. Louis, Mo.
Stanley Works, New Britain, Conn.
Strevell-Paterson Hdwe. Co., Salt Lake.
Thomson-Diggs Co., Sacramento, Cal.
McKinney Mfg. Co., Pittsburgh, Pa.

HARNESSE HARDWARE

Covert Mfg. Co., Troy, N. Y.
Salt Lake Hardware Co., Salt Lake City, Utah.

HATCHETS

Simmons Hdwe. Co., St. Louis, Mo.

HEATERS

Minier Gas Heater Co., South Pasadena, Cal.

HINGES

Bommer Brothers, Brooklyn, N. Y.
P. & F. Corbin, New Britain, Conn.
P. & F. Corbin, New Britain, Conn.
The Chicago Spring Butt Co., Chicago.
Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.
Superior Spring Hinge Co., Chicago and Los Angeles.

HOLLOW HANDLE TOOL KITS

Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

HOOK AND EXPANSION PLATES

Beaton & Cadwell Mfg. Co., New Britain, Conn.

HORSE SHOES

Phoenix Horse Shoe Co., Chicago, Ill.
United States Steel Products Co., San Francisco, Los Angeles, Portland and Seattle.

HOSE

Boston Woven Hose & Rubber Co., Boston, Mass.
Goodyear Rubber Co., San Francisco.

HOSE COUPLING

Stuber & Kuck, Peoria, Ill.

HOSE MENDERS

Stuber & Kuck, Peoria, Ill.

HOSE REELS

Specialty Mfg. Co., St. Anthony Park, Minnesota.

HOUSEHOLD GOODS

Aluminum Goods Mfg. Co., Manitowoc, Wis.
Baker & Hamilton, San Francisco, Cal.
Central Stamping Co., New York, N. Y.
Corning Glass Works, Corning, N. Y.
Dunham, Carrigan & Hayden, San Francisco, Cal.
Jacobs Bros. Co., Inc., New York.

WHERE TO BUY—Continued

- Jensen, King, Byrd Co., Spokane, Wn.
Lalance & Grosjean Mfg. Co., New York, Chicago and San Francisco.
Landers, Frary & Clark, New Britain, Connecticut.
Fred J. Meyers Mfg. Co., Hamilton, O.
New York Stamping Co., Brooklyn, N.Y.
Nu-Sink Co., Los Angeles and San Francisco, Cal.
Ontario Knife Co., Franklinville, N.Y.
Orona Mfg. Co., Boston, Mass.
Pacific Hardware & Steel Co., San Francisco, Cal.
Schlichter Mfg. Co., Hamilton, Ohio.
Strevel-Paterson Hardware Co., Salt Lake City, Utah.
Wheeling Corrugating Co., Wheeling, W. Va.
Whitton Hardware Co., Seattle, Wash.
- ICE CREAM FREEZERS**
North Bros. Mfg. Co., Philadelphia.
- ICE SCALES**
Pelouse Mfg. Co., Chicago, Ill.
Triner Scale Co., Chicago, Ill.
- INTERIOR METAL DECORATIONS**
Wheeling Corrugating Co., Wheeling, W. Va.
- IRON AND STEEL**
Pacific Hardware & Steel Co., San Francisco, Cal.
Salt Lake Hardware Co., Salt Lake City, Utah.
Schwabacher Hardware Co., Seattle, Wash.
Strevel-Paterson Hardware Co., Salt Lake City, Utah.
Thomson-Diggs Co., Sacramento, Cal.
United States Steel Products Co., San Francisco, Los Angeles, Portland and Seattle.
Wheeling Corrugating Co., Wheeling, W. Va.
Whitton Hardware Co., Seattle, Wash.
- JACKS—Carriage, Truck**
Lane Bros. Co., Poughkeepsie, N.Y.
- JOIST HANGERS**
Lane Bros. Co., Poughkeepsie, N.Y.
- KICK PLATES**
Bommer Bros. Co., Brooklyn, N.Y.
Shelby Spring Hinge Co., Shelby, O.
- KNIVES**
Ontario Knife Co., Franklinville, N.Y.
- KNOBS—Door**
P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.
- LAVATORY SPRING HINGES**
Chicago Spring Butt Co., Chicago, Ill.
- LAWN MOWERS**
Pacific Hardware & Steel Co., San Francisco, Cal.
Philadelphia Lawn Mower Co., Philadelphia, Pa.
Pennsylvania Lawn Mower Co., Philadelphia, Pa.
Simmons Hdw. Co., St. Louis, Mo.
- LAWN SPRINKLERS**
Buffum Tool Co., Louisiana, Mo.
Enterprise Mfg. Co. of Pa., Philadelphia, Pa.
Stuber & Kuck, Peoria, Ill.
Thompson Mfg. Co., Los Angeles, Cal.
Will's Sprinkler Co., Los Angeles, Cal.
- LAWN SWEEPERS**
Philadelphia Lawn Mower Co., Philadelphia, Pa.
- LENS**
Osgood Lens & Supply Co., Chicago.
- LEVELS**
Bridgeport Hardware Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Henry Diston & Sons, Philadelphia.
Stanley Rule & Level Co., New Britain, Conn.
- LINOLEUM**
Armstrong Cork Co., Lancaster, Pa.
- LOCKS**
P. & F. Corbin, New Britain, Conn.
Corbin Cabinet Lock Co., New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.
Taylor & Boggis, Cleveland, O.
- MALLEABLE FITTINGS**
Stanley G. Flagg & Co., Philadelphia, Penn.
- MANUFACTURERS' AGENTS**
Bailey & Drake Co., San Francisco.
A. H. Coates Co., San Francisco, Cal.
George E. Dalton, Los Angeles, Cal.
W. D. Caldwell, San Francisco.
- E. O. Coffin & Co., Salt Lake, Utah.
Horace Allen, San Francisco.
S. V. Armstrong, San Francisco.
Phil Bekeart Co., San Francisco.
W. F. Boardman & Co., San Francisco, Cal.
A. L. Conger Co., San Francisco.
Omer Cox, San Francisco.
Geo. F. Eberhard Co., San Francisco.
Ewing-Lewis Co., San Francisco and Los Angeles, Cal.
Griffith Sales Co., Sheldon Bldg., San Francisco, Cal.
Edward Knobbe & Son, Tacoma, Wash.
Chas. L. Lewis, 268 Market St., San Francisco, Cal.
French & Linforth, San Francisco.
O. W. Gause Co., San Francisco.
W. H. Gilbert, San Francisco and Los Angeles.
R. B. Hanna, Los Angeles.
Haven & Haven, San Francisco, Cal.
D. L. Herman, Seattle.
H. A. Heppner & Co., Portland.
Wm. P. Horn Co., San Francisco.
M. Howard, San Francisco.
Hughson & Merton, San Francisco.
C. N. & F. W. Jones, 708 Equitable Savings Bank Bldg., Los Angeles.
O. N. & F. W. Jones, San Francisco.
E. A. Keithley, San Francisco.
P. C. & A. E. Lowrey, San Francisco.
O. A. Maydwell & Co., San Francisco.
Morgan & Allen, San Francisco.
J. T. McDevitt, San Francisco.
T. D. McLean Co., Seattle.
Osgood & Howell, San Francisco.
Sanford Plummer, San Francisco.
A. Rannie, San Francisco.
O. S. Rhea, Berkeley, Cal.
Jno. T. Rowntree, San Francisco, Portland, Or., Los Angeles, Denver, Colo.
Rowntree & Wishon, San Francisco.
A. C. Rulofson, San Francisco and Los Angeles.
C. P. Rust & Co., San Francisco, Cal.
C. H. Smith & Bro., Los Angeles.
T. H. Speddy, San Francisco.
O. H. Stanyan, San Francisco.
Eugene C. Saul, San Francisco.
J. A. Tenthill, Los Angeles, Cal.
S. F. Wilbur Co., San Francisco, Cal.
Thomas A. Williams, Salt Lake.
S. G. Wilson, Los Angeles.
Fred P. Winchester, San Francisco.
John J. Wirtner, San Francisco.
Wright & Lacey, San Francisco.
- MECHANICS' TOOLS**
Buffum Tool Co., Louisiana, Mo.
The Keystone Mfg. Co., Buffalo, N.Y.
The James Swan Co., Seymour, Conn.
- METAL CEILINGS**
Wheeling Corrugating Co., Wheeling, W. Va.
- METAL LATH**
Wheeling Corrugating Co., Wheeling, W. Va.
- METAL SHINGLES**
Wheeling Corrugating Co., Wheeling, W. Va.
- MILLS—Coffee, Spice, Corn**
Lane Bros. Co., Poughkeepsie, N.Y.
- MITRE BOXES**
H. C. Marsh Co., Rockford, Ill.
- MITRE MACHINES**
H. C. Marsh Co., Rockford, Ill.
- MOTOR CARS**
Bush Motor Co., Chicago, Ill.
- NAIL CLIPS**
H. C. Cook Co., Ansonia, Conn.
- NAIL SETS**
James Swan Co., Seymour, Conn.
- NAILS, STAPLES, SPIKES**
American Steel & Wire Co., Chicago, Ill.; San Francisco and Los Angeles, Cal.; Portland, Ore., and Seattle, Washington.
- OIL STONES**
The Carborundum Co., Niagara Falls, New York.
- OIL STOVES**
Ringier Stove Co., St. Louis, Mo.
- PAINTS**
The Brininstool Co., Los Angeles, Cal.
Wm. Connors Paint Mfg. Co., Troy, N.Y.
Joseph Dixon Crucible Co., Jersey City, N.J.
Montauk Paint Mfg. Co., Brooklyn.
Pacific Hardware & Steel Co., San Francisco, Cal.
Simmons Hardware Co., St. Louis, Mo.
- Salt Lake Hardware Co., Salt Lake City, Utah.
Strevel-Paterson Hardware Co., Salt Lake City, Utah.
A. Wilhelm Co., Reading, Pa.
- PAINT BRUSHES**
Rubberet Company, Newark, N.J.
- PEDAL PADS**
Auto Pedal Pad Co., New York, N.Y.
- PIPE**
Central Foundry Co., New York.
Abendroth Bros., Port Chester, N.Y.
Alabama Pipe & Foundry Co., Anniston, Ala.
American Enameling Mfg. Corp., New York, N.Y.
American Foundry & Pipe Co., Paines Sta., Pa.
Anniston Foundry Co., Anniston, Ala.
Bessemer Soil Pipe Co., Bessemer, Ala.
Campbell Mfg. Co., Gadsden, Ala.
Casey Hedges Co., Chattanooga, Tenn.
Charlotte Pipe & Fdy. Co., Charlotte, North Carolina.
Coosa Pipe & Foundry Co., Birmingham, Ala.
Crown Pipe & Fdy. Co., Jackson, O.
Gadsden Pipe Co., Gadsden, Ala.
Haines, Jones & Cadbury Co., Philadelphia, Pa.
J. D. Johnson Co., New York, N.Y.
Krupp Foundry Co., Lansdale, Pa.
Medina Foundry Co., Medina, N.Y.
National Foundry Co. of N.Y., Brooklyn, N.Y.
National Pipe & Foundry Co., Attalla, Ala.
Reading Foundry & Supply Co., Reading, Pa.
Salem Brass & Iron Mfg. Co., Salem, New Jersey.
Sanitary Co. of America, Linfield, Pa.
Sommerville Iron Works, New York.
Standard Foundry Co., Anniston, Ala.
Superior Mfg. Co., Bessemer, Ala.
Union Foundry Co., Anniston, Ala.
A. Welskittel & Son Co., Baltimore.
H. Wetter Mfg. Co., Memphis, Tenn.
- PIPE BENDERS**
Buffum Tool Co., Louisiana, Mo.
H. P. Martin & Sons, Owensboro, Ky.
- PIPE FITTINGS**
Stanley G. Flagg & Co., Philadelphia, Penn.
Rhode Island Fittings Co., Hillgrove, Rhode Island.
- PIPE HANGERS**
Beaton & Cadwell Mfg. Co., New Britain, Conn.
- PIPE HOOKS**
Berger Bros. Co., Philadelphia, Pa.
- PIPE WRENCHES**
Peck, Stow & Wilcox Mfg. Co., South-ington, Conn. and Cleveland, Ohio.
Trimont Mfg. Co., Roxbury, Mass.
- PIVOTS—Ball Bearing**
Bommer Bros., Brooklyn, N.Y.
- PLANES**
Stanley Rule & Level Co., New Britain, Conn.
- PLATES—Kick**
Bommer Bros., Brooklyn, N.Y.
- PLIERS**
Peck, Stow & Wilcox Mfg. Co., South-ington, Conn. and Cleveland, Ohio.
- PLUMBING SPECIALTIES**
Armstrong Mfg. Co., Bridgeport, Ct.
Buffum Tool Co., Louisiana, Mo.
Otto Berns, Newark, N.J.
Boston Brass Co., Waltham, Mass.
Clayton & Lambert Mfg. Co., Detroit, Michigan.
Orescent Tool Co., Jamestown, N.Y.
Excelsior Bag & Mfg. Co., Troy, N.Y.
Hays Mfg. Co., Erie, Penn.
M. L. Kline, Portland, Ore.
H. P. Martin & Sons, Owensboro, Ky.
Nye Tool & Machine Works, Chicago.
Rhode Island Fittings Co., Hillgrove, Rhode Island.
Thos. Savill's Sons, Philadelphia, Pa.
Trimont Mfg. Co., Roxbury, Mass.
Turner Brass Works, Syracuse, Ill.
- PRUNING HOOKS**
Henry Diston & Sons, Philadelphia.
- PRUNING SHEARS**
Peck, Stow & Wilcox Mfg. Co., South-ington, Conn. and Cleveland, Ohio.
- PUMP VALVES AND PLUNGERS**
Berger Bros. Co., Philadelphia, Pa.

WHERE TO BUY—Continued

- PUMPS**
Goulds Mfg. Co., Seneca Falls, N. Y.
Grootken Pump Co., Aurora, Ill.
Lansing Wheelbarrow Co., San Francisco, Cal.
Pacific Hardware & Steel Co., San Francisco, Cal.
- PUNCTURE CURE**
Alcemo Mfg. Co., Newark, N. J.
- PUSH PLATES**
Bommer Bros., Brooklyn, N. Y.
P. & F. Corbin, New Britain, Conn.
- RADIATOR VALVES—Key and Wood**
Beaton & Cadwell Mfg. Co., New Britain, Conn.
- RAILWAY CAR MOVERS**
G. D. Howell & Son, Appleton, Wis.
- RANGES**
Jas. Graham Mfg. Co., San Francisco, California.
Ringen Stove Co., St. Louis, Mo., San Francisco, Cal.
- RAZORS**
Baker & Hamilton, San Francisco, Cal.
Simmons Hdw. Co., St. Louis, Mo.
- RAZOR HONES**
The Carborundum Co., Niagara Falls, New York.
- REAMERS**
Greenfield Tap and Die Corporation, Greenfield, Mass.
- REFRIGERATORS**
Baldwin Refrigerator Co., Burlington, Vermont.
Maine Mfg. Co., Nashua, N. H.
Northern Refrigerator Co., Grand Rapids, Mich.
Simmons Hdw. Co., St. Louis, Mo.
- RIVETS**
Edwin B. Stimpson Co., Brooklyn, N. Y.
- RIVETING MACHINES**
F. H. Smith Mfg. Co., Chicago, Ill.
Wheeling Corrugating Co., Wheeling, W. Va.
- ROASTERS**
Central Stamping Co., Brooklyn, N. Y.
- ROOFING**
Hammond Lumber Co., Los Angeles.
Pioneer Paper Co., Los Angeles and San Francisco, Cal.
- ROOFING CEMENT**
Wm. Connors Paint Mfg. Co., Troy, N. Y.
- ROPE**
Columbian Rope Co., Auburn, N. Y.
Portland Cordage Co., Portland and Seattle.
- RULES**
Lufkin Rule Co., Saginaw, Mich.
Stanley Rule & Level Co., New Britain, Conn.
- RUST PROOF**
Parker Rust Proof Co., Los Angeles.
- SAD IRONS**
W. H. Howell Co., Geneva, Ill.
- SASH CORD**
Samson Cordage Works, Boston, Mass.
- SAWS**
Henry Diston & Sons, Philadelphia.
Goodell-Pratt Co., Greenfield, Mass.
Simmons Hdw. Co., St. Louis, Mo.
Simonds Mfg. Co., Fitchburg, Mass., San Francisco and Portland, Ore.
L. S. Starrett Co., Athol, Mass.
Thomson-Diggs Co., Sacramento, Cal.
- SAW SETS**
Peck, Stow & Wilcox Mfg. Co., South- ington, Conn. and Cleveland, Ohio.
- SCALES**
Detroit Automatic Scale Co., Detroit, Mich.
Jacobs Bros. Co., Inc., New York.
Pelouze Mfg. Co., Chicago, Ill.
Triner Scale & Mfg. Co., Chicago.
- SCREW CASES**
American Bolt & Screw Case Co., Dayton, O.
- SCREW DRIVERS**
Buffum Tool Co., Louisiana, Mo.
Bridgeport Hardware Mfg. Corp., Bridgeport, Conn.
Peck, Stow & Wilcox Mfg. Co., South- ington, Conn. and Cleveland, Ohio.
Henry Diston & Sons, Philadelphia.
Goodell-Pratt Co., Greenfield, Mass.
North Bros., Philadelphia, Pa.
The James Swan Co., Seymour, Conn.
Stanley Rule & Level Co., New Brit- ain, Conn.
- SCREEN DOOR SETS**
Bommer Bros., Brooklyn, N. Y.
- Chicago Spring Butt Co., Chicago, Ill.
Stanley Works, New Britain, Conn.
- SEEDS**
Aggeler & Musser, Los Angeles, Cal.
- SHARPENING MACHINE**
Hyfield Mfg. Co., New York, N. Y.
- SHAVING BRUSHES**
Rubberstet Co., Newark, N. J.
- SHEEP SHEARING MACHINES AND TOOLS**
Chicago Flexible Shaft Co., Chicago.
- SHEETS—Black and Galvanized**
Wheeling Corrugating Co., Wheeling, W. Va.
- SHOTGUN SHELLS**
Peters Cartridge Co., San Francisco and Cincinnati, O.
- SKILLETS**
New York Stamping Co., Brooklyn.
Wheeling Corrugating Co., Wheeling, W. Va.
- SLIDING CASTERS**
Domes of Silence Co., New York, N. Y.
Onward Mfg. Co., Menasha, Wis.
- SLIDING DOOR LATCHES**
Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.
- SNAPS**
Covert Mfg. Co., Troy, N. Y.
- SOLDER**
Wheeling Corrugating Co., Wheeling, W. Va.
- SPARK PLUGS**
Eclipse Mfg. Co., Indianapolis, Ind.
- SPORTING GOODS**
Colt's Patent Firearms Co., Hartford, Conn.
Du Pont Powder Co., Wilmington, Del.
Hoseyman Hardware Co., Portland, Or.
Jensen, King, Byrd Co., Spokane, Wa.
Peters Cartridge Co., Cincinnati, O.
Strevell-Paterson Hardware Co., Salt Lake City, Utah.
Whiton Hardware Co., Seattle, Wash.
- SPRING LEAF SPREADER**
Spring Leaf Lubricator Co., Ann Ar- bor, Mich.
- SPRINKLERS AND HOLDERS**
Beaton & Cadwell Mfg. Co., New Brit- ain, Conn.
- STAMPED STEEL HARDWARE**
Shelby Spring Hinge Co., Shelby, O.
- STAPLES—Wire**
McKinney Mfg. Co., Pittsburgh, Pa.
- STEAK AND FISH PLANKS**
Lansing Company, San Francisco, Cal.
- STEEL FENCE POSTS**
American Steel & Wire Co., Chicago, Ill.; San Francisco and Los Angeles, Cal.; Portland, Ore., and Seattle.
- STOCKS AND DIES**
Armstrong Mfg. Co., Bridgeport, Ct.
Greenfield Tap and Die Corporation, Greenfield, Mass.
- STOVES**
Culter & Proctor Stove Co., Peoria, Ill.
Heas Snyder Mfg. Co., Massillon, O.
Jas. Graham Mfg. Co., San Francisco.
Jensen, King, Byrd Co., Spokane, Wa.
Ringen Stove Co., St. Louis, Mo., San Francisco, Cal.
Spokane Stove Repair Works, Spokane, Washington.
- STOVE PIPE CRIMPER**
Packham Crimper Co., Mechanicsburg, Ohio.
- STOVE PUTTY**
William Connors Paint Mfg. Co., Troy, New York.
- STOVE REPAIRS**
Spokane Stove Repair Works, Spo- kane, Wash.
- TACKS**
Shelton Tack Co., Shelton, Conn.
- TACKLE BLOCKS—Automatic**
Lane Bros. Co., Poughkeepsie, N. Y.
- TANKS—Pneumatic Water Supply**
Wm. B. Scaff & Sons, Pittsburgh, Pa.
- TAPS AND DIES**
Greenfield Tap and Die Corporation, Greenfield, Mass.
- TAPES**
Lufkin Rule Co., Saginaw, Mich.
L. S. Starrett Co., Athol, Mass.
- THREADING MACHINES**
Armstrong Mfg. Co., Bridgeport, Ct.
Greenfield Tap and Die Corporation, Greenfield, Mass.
- TIMBER HANGERS**
Lane Bros. Co., Poughkeepsie, N. Y.
- TINWARE**
Central Stamping Co., New York, N. Y.
- TIRES**
Century Plainfield Tire Co., Plainfield, N. J.
Hartford Rubber Works Co., New York U. S. Tire Co., New York, N. Y.
- TIRE PUMPS**
J. H. Haney & Co., Hastings, Neb.
- TOGGLE BOLTS**
Richards-Wilcox Mfg. Co., Aurora, Ill.
- TOOLS**
Peck, Stow & Wilcox Mfg. Co., South- ington, Conn. and Cleveland, Ohio.
- TOOL GRINDERS**
Pike Mfg. Co., Pike, N. H., and San Francisco, Cal.
- TOOL HOLDERS**
J. H. Williams & Co., Brooklyn, N. Y.
- TOOL ROLLS**
Buffum Tool Co., Louisiana, Mo.
Excelsior Bag & Mfg. Co., Troy, N. Y.
- TORCHES**
Turner Brass Works, Sycamore, Ill.
Clayton & Lambert Mfg. Co., Detroit, Michigan.
Otto Bernz, Newark, N. J.
- TRACTORS**
Farm Tractor Co.
- TROLLEYS—Overhead**
Lane Bros. Co., Poughkeepsie, N. Y.
- TRUCKS**
Lansing Company, San Francisco, Cal.
Universal Caster & Foundry Co., New- ark, N. J.
- TRUNKS AND BAGS**
Salt Lake Hardware Co., Salt Lake City, Utah.
- TUBING**
Chicago Tubing & Braiding Co., Chi- cago, Ill.
- VACUUM BOTTLES**
Landers, Frary & Clark, New Britain, Conn.
- VALVE GRINDING COMPOUND**
Carborundum Co., Niagara Falls, N. Y.
- VARNISH**
A. Wilhelm Co., Reading, Pa.
- VICES**
Goodell-Pratt Co., Greenfield, Mass.
H. O. Marsh Co., Rockford, Ill.
- WASHING MACHINES**
Eagle Woodenware Mfg. Co., Hamilton, Ohio.
Pacific Hardware & Steel Co., San Francisco, Cal.
- WASHERS—Wrought Steel**
The Stanley Works, New Britain, Ct.
Wrought Washer Mfg. Co., Milwaukee, Wis.
- WASTE**
Royal Mfg. Co., Rahway, N. J.
- WEEDERS**
J. E. Gilson Co., Port Washington, Wis.
- WHEELBARROWS**
Lansing Wheelbarrow Co., San Fran- cisco, Cal.
- WINDOW SCREENS**
Continental Co., Detroit, Mich.
- WINDOW VENTILATORS**
Continental Co., Detroit, Mich.
- WIRE CLOTH**
American Wire Fabrics Co., Chicago.
- WIRE AND WIRE SPECIALTIES**
John A. Roebeling Sons Co., Portland, Oregon.
United States Steel Products Co., San Francisco, Los Angeles, Portland and Seattle.
Whiton Hdw. Co., Seattle, Wash.
Pittsburgh Steel Co., Pittsburgh, Pa.
American Steel & Wire Co., Chicago, Ill.; San Francisco and Los Angeles, Cal.; Portland, Ore., and Seattle, Washington.
- WRENCHES**
Buffum Tool Co., Louisiana, Mo.
Bridgeport Hdw. Mfg. Corp., Bridge- port, Conn.
Crescent Tool Co., Jonestown, N. Y.
The Keystone Mfg. Co., Buffalo, N. Y.
Frank Mossberg Co., Attleboro, Mass.
Peck, Stow & Wilcox Mfg. Co., South- ington, Conn. and Cleveland, Ohio.
R. F. Sedgely, Philadelphia, Pa.
Trimont Mfg. Co., Roxbury, Mass.
- WRINGERS**
Eagle Woodenware Mfg. Co., Hamilton, Ohio.
- WROUGHT STEEL WASHERS**
Stanley Works, New Britain, Conn.
Wrought Washer Mfg. Co., Milwaukee, Wisconsin.

INDEX TO ADVERTISERS

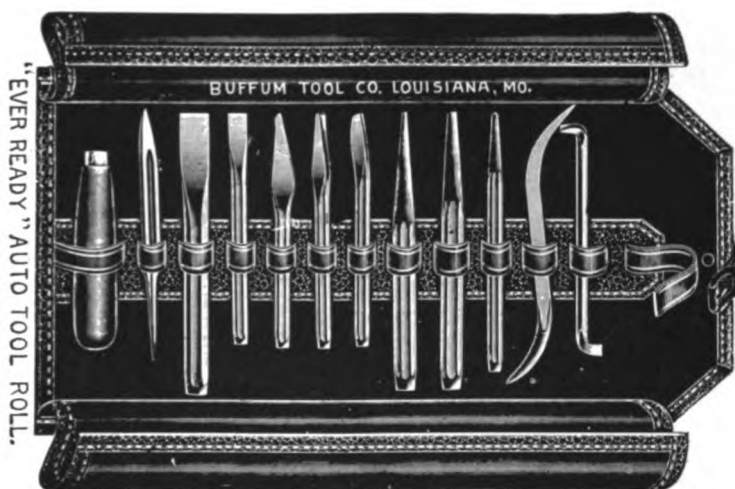
A		G	
Abendroth Bros.	17	Gadsden Pipe Co.	17
Abingdon Trap Co.	30	Giant Powder Co.	19
Aggeler & Musser Seed Co.	41	J. E. Gilson Co.	47
Alabama Pipe & Foundry Co.	17	Goodell-Pratt Co.	16
Alcemo Mfg. Co.	123	Goodyear Rubber Co.	38
Aluminum Goods Mfg. Co.	95	Goulds Mfg. Co.	39
American Bolt & Screw Case Co.	36	Graham Mfg. Co., Jas.	57
American Chain Co.	109	Greenfield Tap & Die Co.	141
Anniston Foundry Co.	17	Groetken Pump Co.	122
American Foundry & Pipe Co.	17	H	
American Enameling Mfg. Corp.	17	Haines, Jones & Cadbury Co.	17
American Steel & Wire Co.	14	L. P. Halladay & Co.	117
American Wire Fabrics Co.	29	Hammond Lumber Co.	57
Armstrong Cork Co.	92	J. H. Haney & Co.	123
Armstrong Mfg. Co.	141	Hardware Specialties Co.	65
Atlas Mfg. Co., The	46	Hays Mfg. Co.	139
Automatic Lawn Sprinkler Co.	28	Hess-Snyder Mfg. Co.	53
Auto Pedal Pad Co.	126	A. M. Holter Hdw. Co.	62
B		Honeyman Hardware Co.	49
Baker & Hamilton	58	W. H. Howell Co.	126
Baldwin Refrigerator Co.	26	Hunt, Helm, Ferris & Co.	18
Beaton & Cadwell Mfg. Co.	149	Hyfield Mfg. Co.	44
Beaton & Corbin Mfg. Co.	147	I	
Berger Bros. Co.	147	International Silver Co.	22
Bernz, Otto	143	Ivory Handle Co.	53
Bessemer Soil Pipe Co.	17	J	
Bommer Bros.	43	Jacobs Bros.	136
Boston Brass Co.	145	Jensen-King-Byrd Co.	56
Boston Woven Hose & Rubber Co.	Cover	J. D. Johnson Co.	17
Bridgeport Hdw. Mfg. Co.	36	K	
Brier Hill Steel Co.	102	Keystone Mfg. Co.	141
The Brininstool Co.	101	M. L. Kline	139
Buckeye Aluminum Co.	64	Krupp Foundry Co.	17
Buffalo Forge Co.	39	L	
Buffalo Sled Co.	46	Lalanc & Grosjean Mfg. Co.	55
Buffum Tool Co.	Cover	Landers, Frary & Clark	27
Bush Motor Co.	126	Lane Bros. Co.	119
C		Lansing Company	44
Campbell Mfg. Co.	17	Lawson Mfg. Co.	56
Carborundum Co.	12	Lebanon Machine Co.	34
Casey-Hedges Co.	17	Lee Broom & Duster Co.	46
Central Foundry Co.	17	Lindemann, O. & Co.	46
Central Stamping Co.	63	Lufkin Rule Co.	48
Century Plainfield Tire Co.	107-112	M	
Charlotte Pipe & Foundry Co.	17	Maine Mfg. Co.	52
Chicago Flexible Shaft Co.	6	H. C. Marsh Co.	32
Chicago Tubing & Braiding Co.	50	McCaffrey File Co.	43
O. J. Childs Co.	47	McKinney Mfg. Co.	37
C. F. Church Mfg. Co.	139	Medina Foundry Co.	42
Clayton & Lambert	147-149	Meriden Britannia Co.	22
Coleman Lamp Co.	45	Meyers Mfg. Co., Fred J.	49
Colt's Patent Firearms Co.	48	Minier Gas Heater Co.	49
Columbian Rope Co.	42	Monamobile Oil Co.	124
Common Sense Mfg. Co.	Cover	Montauk Paint Mfg. Co.	101
Connors, Wm., Paint Co.	42	Motor Car Supply Co.	127
Continental Co.	55	Frank Mossberg Co.	127
H. C. Cook Co.	57	N	
Coosa Pipe & Foundry Co.	17	National Cash Register Co.	21
Corbin Screw Corporation	125	National Foundry Co.	17
Corning Glass Works	23	National Pipe & Foundry Co.	17
P. & F. Corbin	15	New Haven Clock Co.	56
Crescent Tool Co.	151	New York Stamping Co.	24
Crown Pipe & Foundry Co.	17	Nicholson File Co.	8
Culter & Proctor Stove Co.	55	C. S. Norcross & Sons	45
Curtis Pneu. Machinery Co.	126	North Bros. Mfg. Co.	33
D		Northern Refrigerator Co.	5
Delta File Works	127	Nu-Sink Co.	100
Detroit Automatic Scale Co.	29	Nye Tool & Machine Works	149
Ferdinand Dieckmann Co.	53	O	
Henry Disston & Sons	31	Ontario Knife Co.	52
Joseph Dixon Crucible Co.	124	Onward Mfg. Co.	57
Domes of Silence Co.	65	Orona Mfg. Co.	57
Dunham, Carrigan & Hayden Co.	59	P	
Du Pont Powder Co.	49	Pacific Hdw. & Steel Co.	66
E		Pacific Sanitary Mfg. Co.	143
Eagle Woodenware Mfg. Co.	40	Packham Crimper Co.	65
Eclipse Mfg. Co.	113	Parker Rust Proof Co.	41
Elastic Tip Co.	20	Parker Wire Goods Co.	34
Enterprise Mfg. Co.	25	Henry W. Peabody Co.	65
Excelsior Bag & Mfg. Co.	47	Peck, Stow & Wilcox Co.	9
F		Pelouze Mfg. Co.	49
Farm Tractor Co.	126	Pennsylvania Lawn Mower Co.	37
Faultless Caster Co.	54	P	
Stanley G. Flagg & Co.	45	Peters Cartridge Co.	51
G		Philadelphia Lawn Mower Co.	13
H		Phoenix Horse Shoe Co.	10
I		Pike Mfg. Co.	40
J		Pioneer Paper Co.	61
K		Pittsburg Steel Co.	103
L		Platt & Washburn Mfg. Co.	11
M		Porter, H. K.	32
N		Portland Cordage Co.	38
O		Progressive Mfg. Co.	30
P		R	
Q		Reading Foundry & Supply Co.	17
R		Revere Tire Co.	105
S		Rhode Island Fittings Co.	145
T		Richards, Wilcox Mfg. Co.	35
U		Ringen Stove Co.	50
V		Roebling, John A. Sons Co.	41
W		Romort Mfg. Co.	119
X		G. D. Rowell & Son	47
Y		Royal Mfg. Co.	115
Z		Rubberset Co.	101
		A. C. Rulofson Co.	102-103
		S	
		Safety Door Hanger Co.	44
		Salem Brass & Iron Mfg. Co.	17
		Salt Lake Hardware Co.	130
		Samson Cordage Works	42
		Sanitary Co. of America	17
		Wm. B. Scaife & Sons	143
		Schaw Batchelor Co.	56
		Schwabacher Hardware Co.	65
		Schlichter Mfg. Co.	65
		R. F. Sedgley	117
		Sedgwick Machine Works	65
		Shelby Spring Hinge Co.	31
		Shelton Tack Co.	47
		Simonds Mfg. Co.	28
		Simmons Hardware Co.	4
		Smith Mfg. Co., F. H.	32
		Somerville Iron Works	17
		Smooth-On Mfg. Co.	147
		Specialty Mfg. Co.	34
		Spokane Stove & Furnace Repair Works	62
		Spring Leaf Lubricator Co.	124
		Standard Foundry Co.	17
		Standard Mfg. Co.	33
		Stanley Rule & Level Co.	30
		Stanley Works	Cover
		Starrett, L. S. & Co.	3
		Edwin B. Stimpson Co.	7
		Strevel Patterson Hardware Co.	57
		Stuber & Kuck	47
		Superior Mfg. Co.	17
		Superior Spring Hinge Co.	36
		Jas. Swan Co.	35
		T	
		Thomas Savill's Sons	145
		Thomson-Diggs Co.	51
		Thompson Mfg. Co.	41
		Tiona Oil Co.	125
		Triner Scale Mfg. Co.	46
		Tritch Hardware Co.	121
		Turner Brass Works	149
		U	
		Union Fork & Hoe Co.	11
		Union Foundry Co.	17
		Union Hardware & Metal Co.	60
		Universal Caster & Foundry Co.	64
		U. S. Steel Products Co.	14
		U. S. Tire Co.	105
		V	
		Vaughan & Bushnell	43
		W	
		R. M. Wade & Co.	99
		Wagner Mfg. Co.	48
		Weed Chain Tire Grip Co.	109
		Weiskittel & Son Co.	17
		Wells Bros. Co.	141
		H. Wetter Mfg. Co.	17
		Wheeling Corrugating Co.	54
		Whittaker-Glessner Co.	54
		Whitton Hardware Co.	129
		A. Wilhelm Co.	97
		Will's Sprinkler Co.	44
		J. H. Williams Co.	45
		Wrought Washer Mfg. Co.	43

THE BUFFUM TOOL CO.

LOUISIANA, MO.

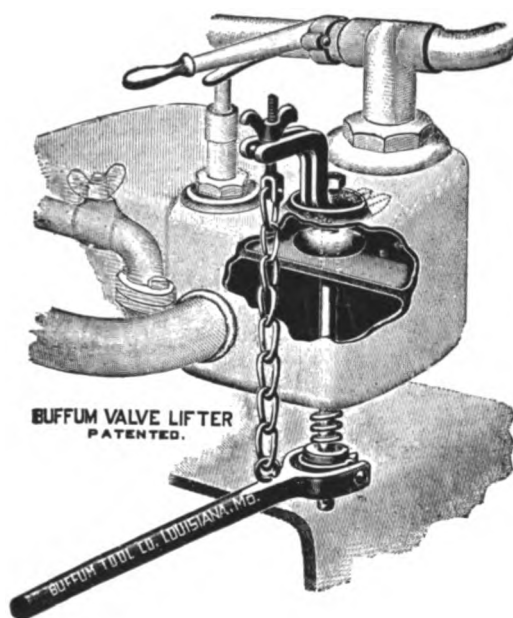
"High Grade Tools for High Grade Workmen"

"Swastika" Trade Mark Registered U. S. Patent Office



These are the tools every automobile owner needs.

Display them and you will make sales.



If your Jobber cannot supply you, write to us for further information.

C. W. GAUSE COMPANY

WESTERN SALES AGENTS
Room No. 605 Williams Building

693 Mission Street - - San Francisco, California

THE B-W-H LINE of Garden Hose



Completely Covers The Field

IT meets every demand for garden hose—you can sell and satisfy every customer with one of these three big brands.

This, together with the fact that you can buy to better advantage when you concentrate on one line, makes the B-W-H the most direct line to profits for 1918.

BULL DOG

The World's Standard

For those who place quality above price.

MILO

Moulded-corrugated

Made to be cut into any length desired.

GOOD LUCK

A 6-ply hose of remarkable value which meets popular demand.

The famous Boston Nozzle and B-W-H Fittings meet every requirement for accessories.

BOSTON WOVEN HOSE & RUBBER COMPANY
BOSTON MASS.

Hardware - PLUMBING AND HEATING - World

DEC 12 1917

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12:12

DECEMBER 1917



For every new car that is bought next year, garage room will be necessary and thousands of new garages will be built during 1918.

The wide awake hardware merchant perceives the demand steadily growing for equipment for the garage, and stocks

STANLEY GARAGE S.W. HARDWARE S.W.

HERE IS HARDWARE made by experts in the manufacture of wrought steel hardware.

HERE IS HARDWARE that is made especially for Garage use—not for barns—but for garages.

HERE IS HARDWARE that is a complete line—Bolts, Butts, Hinges, Latches, Pulls, Door Holders, etc.

HERE IS HARDWARE famous for the splendid service it gives.

HERE IS HARDWARE which sells easily, quickly, profitably.

Stock **STANLEY!**

Today write for prices and catalog.

THE STANLEY WORKS

New Britain, Conn., U. S. A.

NEW YORK - 100 Lafayette Street
CHICAGO - 73 East Lake Street

DON'T TAKE OUR WORD FOR IT MAKE US MAKE GOOD

We want to prove to you there is ONE and ONLY ONE sure way of restoring the ORIGINAL luster to an automobile. It is the COMMON SENSE WAY of keeping an automobile in the same glossy bright condition in which it left the factory.

A. Schilling & Company
San Francisco

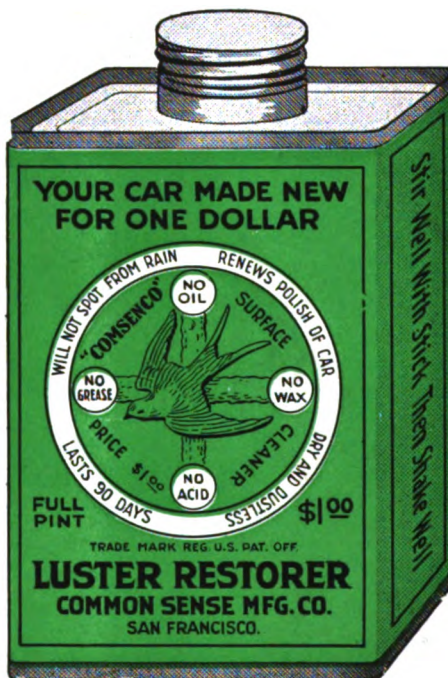
Sept. 24, 1917.

Common Sense Mfg. Co.,
1451 Van Ness Avenue,
San Francisco, Cal.

For the third time your "Common Sense" polish has worked wonders on my Packard Twin Six. This car has run over fifteen thousand miles during a period of one and one-half years, and the original paint now again looks in fine condition.

Thanking you for the care taken, I am,

Very truly yours,
D. G. VOLKMANN.



Eugene Schuler Company
Wholesale Automobiles
San Francisco, Los Angeles

Sept. 19, 1917.

Gentlemen:—

We not only want to thank you but we want to compliment you on the beautiful job you did for us on our demonstrator.

After driving it some eight thousand five hundred miles, with absolutely no attention paid to the finish, we naturally thought she was a fit subject for the paint shop and had, as a matter of fact, already called in a painter regarding same.

Your good selves with your good system saved the day and incidentally saved us the cost of a coat of varnish.

You may rest assured that we will recommend your process upon every available occasion.

Very truly yours,
EUGENE SCHULER CO.
HHS-MH H. H. Stanley,
Mgr.

COM-SEN CO., the Common Sense Way

Contains No Oil, No Grease, No Wax, No Acid

Guaranteed to do all we claim or money refunded. Saves the necessity of revarnishing and looks as good as new

There is a Splendid Business in Your Own Locality Awaiting Every Jobber and Dealer

Address Nearest Office

COMMON SENSE MFG. CO.

1451 Van Ness Ave., San Francisco

1220 Boatmen's Bank Bldg.
ST. LOUIS, MISSOURI

DON'T TAKE OUR WORD FOR IT MAKE US MAKE GOOD

Starrett Hack Saws are Unexcelled

Just as Starrett Tools are Unexcelled

Mechanics come to your store to buy Starrett Tools because they know there are none more accurate, none more dependable. It's the same with

Starrett Hack-Saws

Whether your customer wants these saws in large quantities for a big shop or in smaller numbers for occasional use, you can show him that he buys more than a good hack saw; he buys the right hack saw, the one best fitted for the job.

The right hack saw cuts quicker, thereby saving valuable time. It lasts longer—doesn't dull as quickly, doesn't break as easily—thereby saving money because fewer are required.

Our catalogue No. 21BF describes the hack saw that is unexcelled and tells both you and your customer how to pick the number of saw that will do the best work on any given job.



The L. S. Starrett Co.

The World's Greatest Toolmakers

Athol, Mass.

New York

London

Chicago

42-742

E.C. SIMMONS
KEEN KUTTER
CUTLERY
AND
TOOLS

FULLY
GUARANTEED

STANDARD
OF
AMERICA

Under the
KEEN KUTTER
Trade Mark

— We manufacture Tools
and Cutlery for every use and
are anxious to sell Them to
Dealers who believe in getting
a legitimate profit.

*HANDLE A LINE THAT SHOWS YOU
A SATISFACTORY PROFIT*

SIMMONS HARDWARE COMPANY
ST. LOUIS, U.S.A.

"THE RECOLLECTION OF QUALITY REMAINS LONG AFTER THE PRICE IS FORGOTTEN."
TRADE MARK REG. U.S. PAT. OFF. E.C. SIMMONS.



A Trade-Mark that Stands for All that Is Unusually Good in Fine Aluminum

Millions of women who seek beauty, durability and convenience in their kitchen and household ware will be guided in their selection by the Mirro trade-mark shown above.

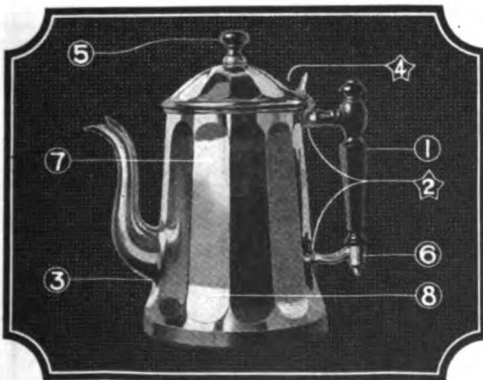
Full pages in a wide list of leading publications will carry the Mirro story and trade-mark month by month. Through this advertising the women of America will learn what to ask for and look for when they go to buy utensils that will reflect good housekeeping.

They will learn to ask for Mirro Aluminum because of its unusual quality and utility features. And to be certain of getting what they ask for they will look for this quality trade-mark stamped on each Mirro piece.

A big Mirro demand is being created for you. Write today for complete information, including dealer catalogue, prices, terms, etc.

ALUMINUM GOODS MANUFACTURING COMPANY

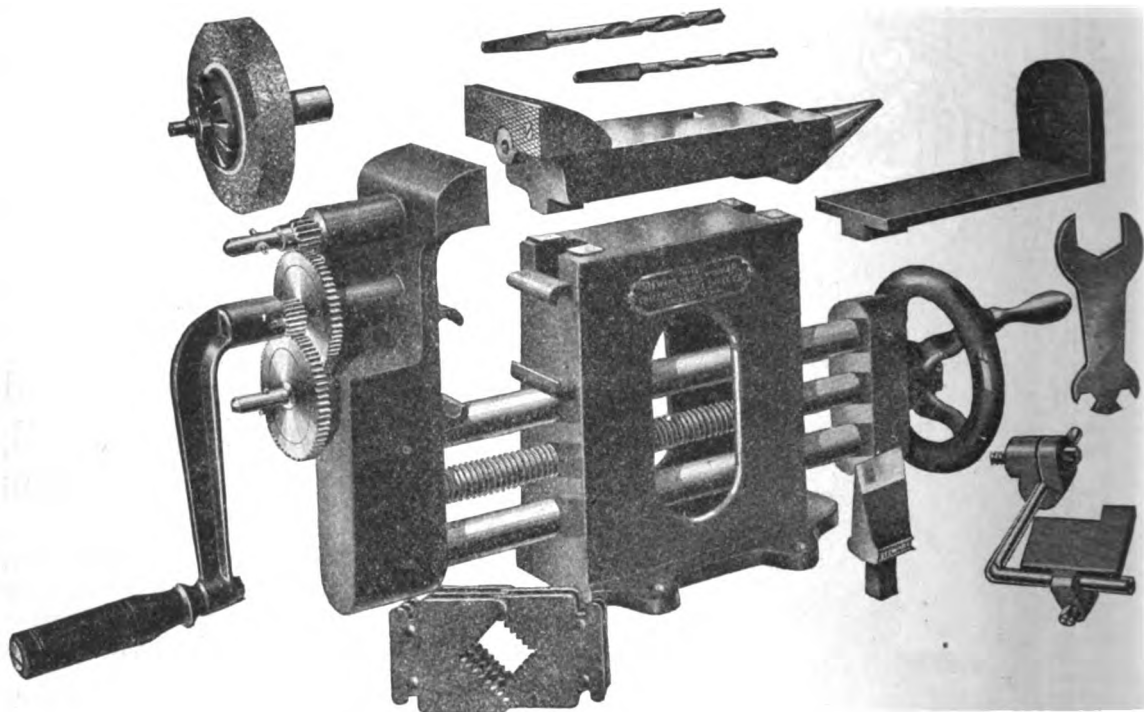
Manitowoc, Wisconsin, U. S. A.



Mirro Aluminum is also designed in plain, round style.

Note the features of this beautiful Tea Pot: (1) Highly ebonised, sure-grip, detachable handle. ★ (2) Handle sockets welded on. No rivets to cause leakage or to work loose. One-piece construction throughout. No crevices to catch dirt. (3) Welded spout—no leakage—easy cleaning. ★ (4) Welded combination hinge and cover tipper. No rivets. Nothing to work loose or break. No crevices. (5) Rivetless, no-burn, ebonised knob. (6) Flame guard prevents handle from burning. (7) The famous Mirro finish, easy to keep like new. (8) Beautiful Colonial design. Mirro Aluminum is also designed in plain, round style.

★ Star features, 2 and 4, belong exclusively to Mirro Aluminum.



THE GREAT SIX-IN-ONE TOOL THAT PLEASES THE USER
EVERY TIME IS THE

Stewart Handy Worker

This uniquely practical combined tool machine
comprises—

- A good, sturdy anvil.
- A steel-faced vise opening up to $4\frac{1}{2}$ inches.
- A steel pipe vise up to $1\frac{1}{2}$ inches.
- A substantial corundum grinding wheel.
- A two-speed drill press.
- A cutting hardie.

Complete outfit boxed weighs 90 pounds.

List \$14.00 f. o. b. Chicago.

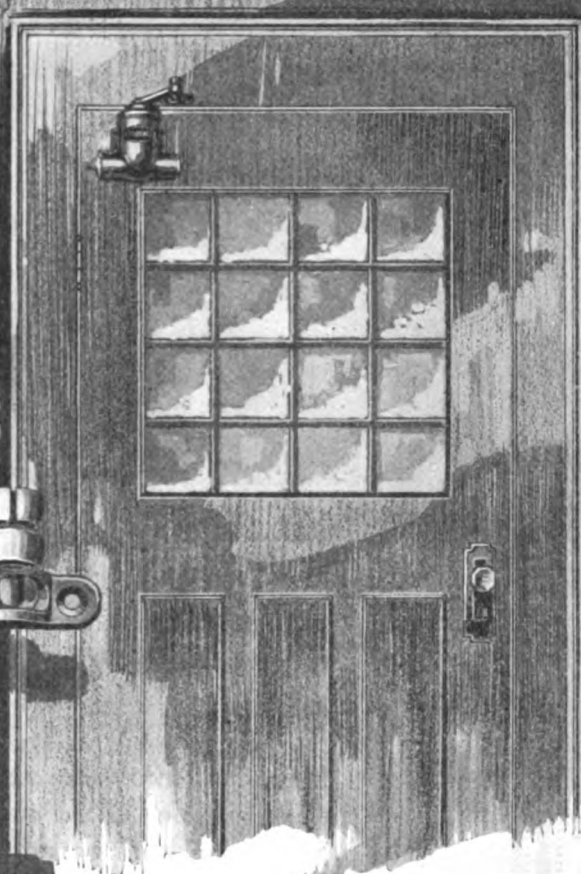
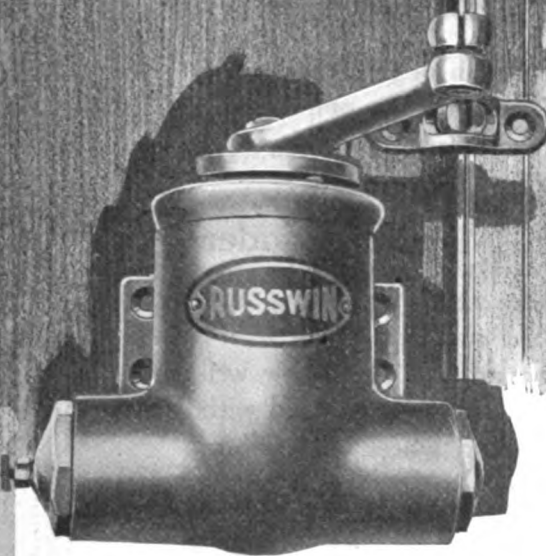
Western list, \$16.00.

From your jobber or direct.

CHICAGO FLEXIBLE SHAFT COMPANY
N. LA SALLE AND ONTARIO STS., CHICAGO

RUSSWIN
 RUSSELL & ERWIN

**Door
 Checks**



Conservation

THE scarcity and cost of fuel means that the greatest economy must be practised in its use.

The saving of heat produced means a saving in fuel required.

A RUSSWIN door check is not only a labor saving device, it makes for real comfort and conserves the heat produced. It acts instantly—and unfailingly.

RUSSELL & ERWIN MFG. CO.

The American Hardware Corporation Successor


New Britain, Connecticut

New York

San Francisco

Chicago

London, Eng.




Have you sold this man a
Carborundum
Niagara
Grinder?

HE is the average man of the house—the man who has his little kit of pet tools and who will surely appreciate a handy, easy-running, durable grinder such as the

Carborundum Niagara Grinder

He comes into your store every day. Just show him one of the smaller models. Show him how smoothly it runs, how well it is made. Explain that it is equipped with a genuine Carborundum wheel. Show him how the Carborundum Niagara Grinder will sharpen any edge household tool from the kitchen knives to a chisel—and your sale is made.

*Have you the Carborundum
Niagara Grinder Display
Materials?*



The Carborundum Company
Niagara Falls, N. Y.

UNIVERSAL

HOLIDAY GIFTS



Electric 4 Heat Grill No.
E984, \$7.50



Electric Toaster No.
E946 \$5.00



Electric Coffee Percolator
No. E9687 \$11.00
Others from \$8.00
upward



Electric Iron De Luxe
No. E9081 \$6.50
With Push Button
Switch

This year more than ever before the necessity of serviceable gifts is apparent. UNIVERSAL goods are especially adapted to this demand. The name

UNIVERSAL

signifies quality and practical service to the buying public.

The next few weeks will make a merry profit for many UNIVERSAL dealers. How is your stock of UNIVERSAL Home Needs? Are you prepared that you may participate in this inflow of gold?

You still have time to replenish your UNIVERSAL stock, providing you **ACT NOW.**



Vacuum Carafe
No. 2822
Quart \$6.50
Others from
\$5.00 to \$8.00



Vacuum Bottle with
extra cups in cover.
No. 581 Pint one
cup \$3.25
No. 582 Quart three
cup \$5.50



Vacuum Food
Jar, No. 811
Pint \$3.50
No. 812
Quart \$5.00



Bread Maker
No. 4, 6 Loaves \$3.00
Made in four sizes.
\$2.00 to \$3.50



Percolator
No. 476, 6 cups \$5.50
Other Styles
\$3.25 and upward



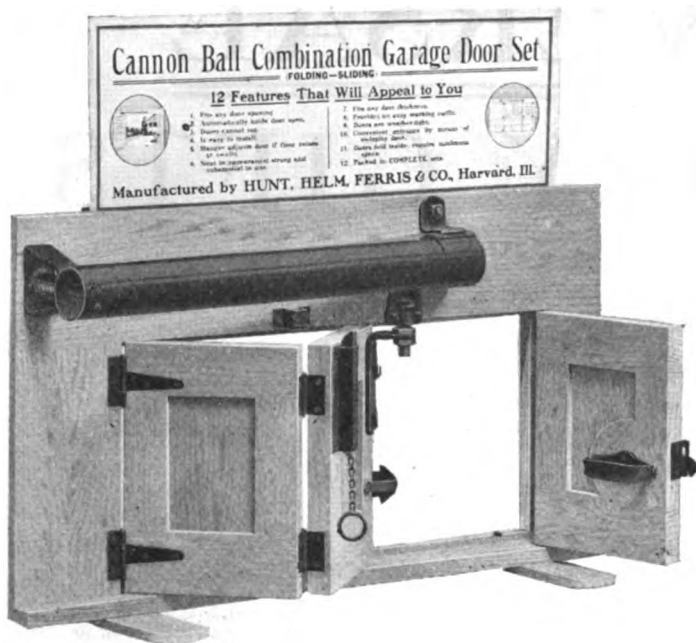
Electric Coffee Urn Set
No. E9166044 \$33.75
Urn Separately \$17.00



Food Chopper
No. 1, \$1.65
Others \$1.35 to \$2.75

LANDERS, FRARY & CLARK

NEW BRITAIN, CONN.



Real Sales Helps

We've put back of the Cannon Ball Combination Garage Door Set (Sliding-Folding) the kind of Sales-Help that you'll recognize on sight as being a fourteen carat business-booster. And realizing the fact that the more business **you** do on our goods, the more prosperous **we** are, there isn't a penny's cost

attached to this co-operation we extend.

Write for particulars.

FREE

This Counter Display arouses interest and starts inquiry on Cannon Ball Garage Sets. It makes sales quick—tells users the whole story. And it's FREE to you on our new proposition.

Cannon Ball Combination Garage Door Sets (Folding Sliding)

Here, in the new Cannon Ball Combination Garage Door Set (Sliding-Folding) is the most modern hanging ever devised for this purpose. It fits any door opening and insures against sagging—is easy to install and if floor raises or swells the hanger adjusts the door.

It is neat in appearance and substantial in use—fits any door thickness and makes 'em absolutely weather-tight—gives a convenient entrance by the swinging door and the doors fold inside requiring minimum space and are automatically and securely held open. Comes packed in complete sets.

WRITE FOR

Our new special deal on Cannon Ball. It's a sure fire sales-maker and profit increaser.

HUNT, HELM, FERRIS & CO.

Main Office and Factory, 15 Hunt Street, Harvard, Ill.



Showing the Garage Doors open, with the new Cannon Ball Combination Hanging.

Pacific Hardware & Steel Co.	San Francisco, Cal.
Dunham, Carrigan & Hayden Co.	San Francisco, Cal.
Honeyman Hardware Co.	Portland, Ore.
Failing-McCalman Co.	Portland, Ore.
Seattle Hardware Co.	Seattle, Wash.
Schwabacher Hardware Co.	Seattle, Wash.
Morse Hardware Co.	Bellingham, Wash.
Holley-Mason Hardware Co.	Spokane, Wash.
Jensen-King-Byrd Co.	Spokane, Wash.

More Cash Profits

There are two ways of making more profit. The first lies through selling more goods—the second way is by making more money on what you sell. The new plan we're putting back of Cannon Ball goods insures you extra profits from both sources. And they're **safe** profits too simply because the Cannon Ball satisfies your trade. There's big money in it if you act right NOW, but the fellow who delays too long is going to get left. Action brings reward. Better write right now

Cannon Ball Barn Door Hangers & Track

Ten years of use—heavy advertising and probably the widest sales of any barn door hanger in the Country are back of the Cannon Ball Line. Say "CANNON BALL" to your customer and he knows you're offering him a reliable article. Their construction is simple—they are wonderfully durable and the one way by which a man can hang barn doors and **forget them**. No attention—no repairs. The Hangers are made with light running, noiseless, steel ball wheels mounted on strong steel frames. Frictionless and flexible and built with long roller bearings. The tubular track in which they run completely protects the hanger. This track is built in 3 ft. sections and comes crated so that it can be stored under the counter, or furnished in long lengths, assorted if you wish.

WRITE!

Send your names and we'll send particulars of the new Cannon Ball deal that makes more sales and profits for YOU.

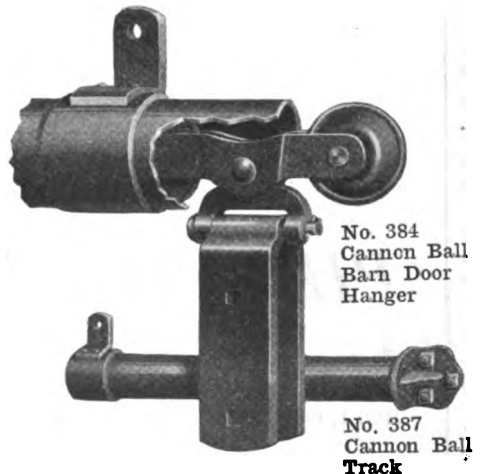
HUNT, HELM, FERRIS & CO.
Main Office and Factory, 15 Hunt Street, Harvard, Ill.



FREE

Here is the new Counter Display on Cannon Ball Barn Door Hangers—it is a real working model and shows the features better than any amount of verbal description. Comes to you without cost on our new combination deal.

Write for particulars.



PHOENIX

Horse and Mule Shoes *and* Bull Dog Toe Calks

BEST IN THE WORLD

PHOENIX SHOES ARE KEPT IN STOCK
BY THE FOLLOWING HOUSES

PACIFIC HARDWARE & STEEL COMPANY
San Francisco, California.

WATERHOUSE & LESTER COMPANY
San Francisco, California, Etc.

PERCIVAL IRON COMPANY
Los Angeles, California.

NORTHWESTERN HDW. & STEEL CO.
Portland, Oregon.

J. E. HASELTINE & CO.
Portland, Oregon.

WEST COAST WAGON CO., Tacoma, Wash.
GRAY BROTHERS, Seattle, Wash.

HOLLEY-MASON HARDWARE COMPANY
Spokane, Washington.

SCOVEL IRON STORE COMPANY
San Francisco, California.

TAYLOR-SPOTSWOOD HARDWARE CO.
San Francisco, California.

SPOTSWOOD-HELPER COMPANY
San Francisco, California.

NORTHROP HARDWARE CO.
Boise, Idaho.

SALT LAKE HARDWARE COMPANY
Salt Lake City, Utah.

GEO. A. LOWE CO., Ogden, Utah.

MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

CHICAGO, ILL.

ROLLING MILLS AND FACTORIES — JOLIET, ILL., POUGHKEEPSIE, NEW YORK

THE GENUINE "PHILADELPHIA" LAWN MOWERS

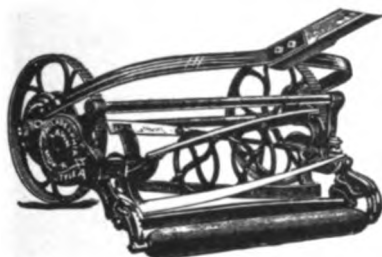
HAVE

Vanadium Crucible Steel Blades.

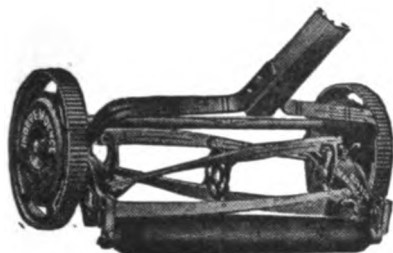
The Master Alloy and Toughest Steel Known.

Originators of the First Side Wheel Lawn Mower in 1869.

Nearly a half century doing ONE THING WELL.



Styles "Graham" and "A,"
All-Steel, Practically
Indestructible



"Independence" Roller Bearings,
9-in. Wheel.

"Overbrook" Roller Bearings,
8-in. Wheel.

Philadelphia Roller Bearings possess many advantages over old style ball bearings.

NOTICE—The public is advised that notwithstanding the disturbance in market conditions we have not advanced our list prices on lawn mowers or extra parts.

SOME OF THE STYLES

"Graham" All-Steel,
10-in. wheels.

"A" All-Steel, 10-
in. wheels.

"E" Removable Box
Caps, 10-in.

"K" Plain or Roller
Bearings, 10-in.
wheels, 5 blades.

"All-Day," 10-in.
wheels.

"University," 4
blades, 9-in. wheels.

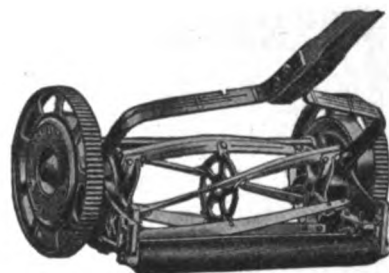
"Independence"
Roller Bearing, 9-
in. wheels.

"Overbrook" Roller
Bearings, 8-inch
wheels.

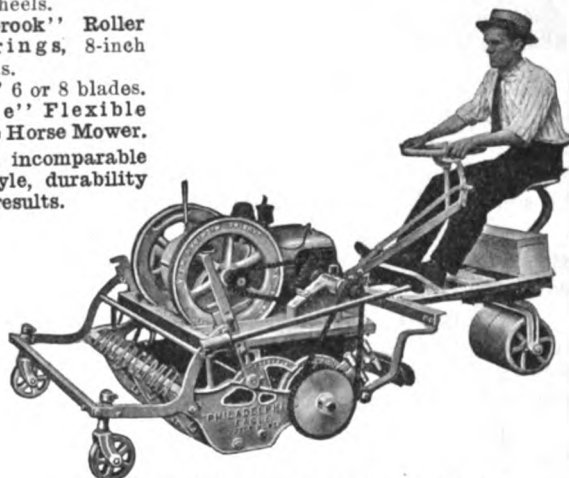
"Golf," 6 or 8 blades.

"Eagle" Flexible

Frame Horse Mower.
All are incomparable
in style, durability
and results.



Style "K"—5 Blades—Plain, or
Roller Bearings.



40-in. Cut Riding Type, Weight 1600 lbs.

30-in. Cut Walking Type, Weight 900 lbs.

Flexible Frame, Chain Driven. Rollers have
Differential Gears. Cuts 1 to 1½ acres per hour.
Guaranteed against all imperfections in work-
manship and materials.

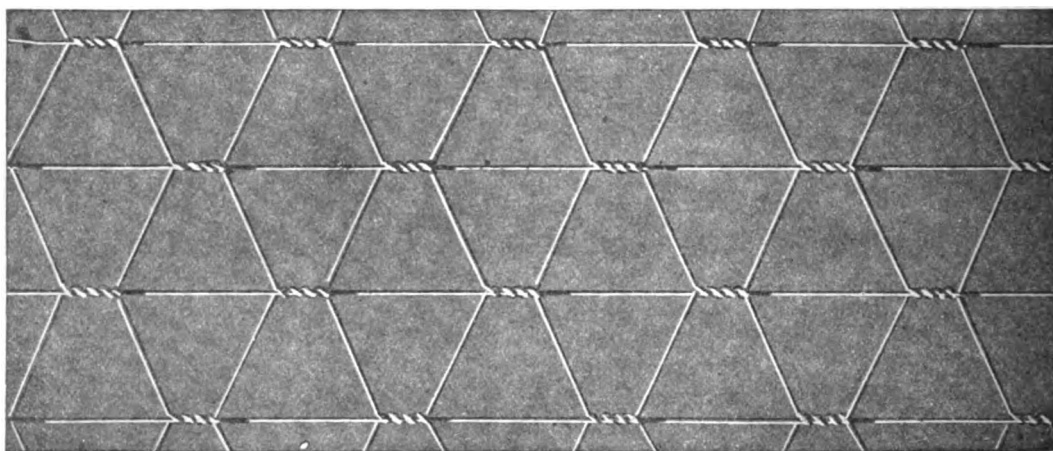
CATALOG ON REQUEST

The PHILADELPHIA LAWN MOWER CO.

31st and Chestnut Streets, Philadelphia, Pa., U. S. A.

HAVEN & HAVEN, 508 Mission Street, San Francisco, California, San Francisco Selling Agents

Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

AMERICAN STEEL & WIRE COMPANY
United States Steel Products Company

SELLING AGENTS

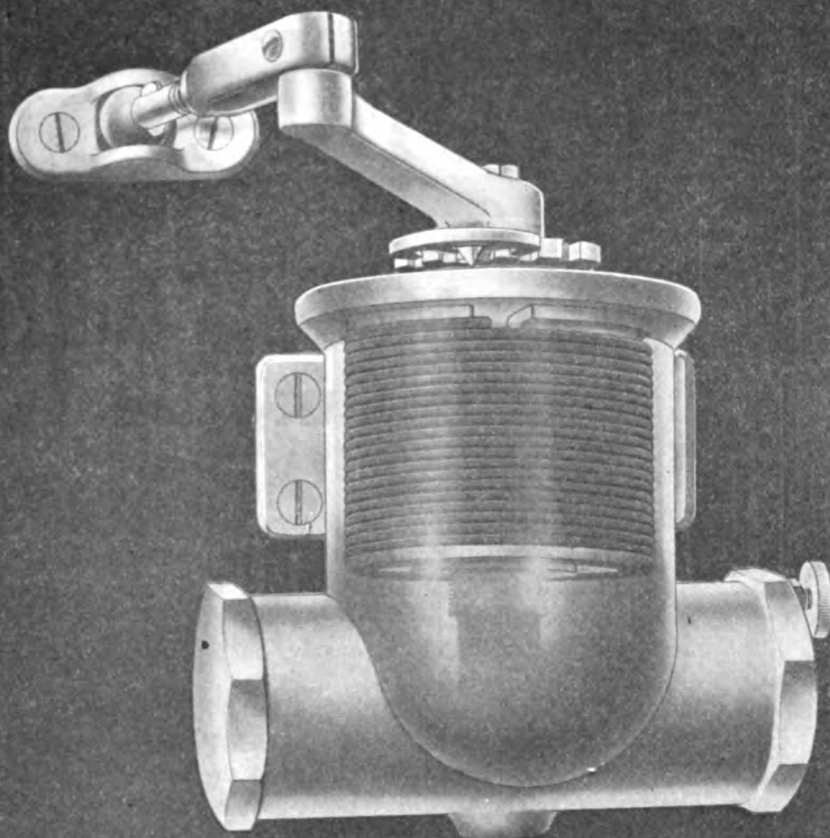
San Francisco

Los Angeles

Portland

Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition.



THE SPRING'S THE THING

in the Corbin Door Check that has removed a great source of door check trouble. Long, light and resilient and free from breakage. Not one in ten thousand fails to do its duty properly — a record that has no equal.

Send for the Corbin Door Check Book for full particulars.

P. & F. CORBIN

The American Hardware Corporation Successor

NEW BRITAIN, CONN., U. S. A.

NEW YORK

CHICAGO

PHILADELPHIA

GOODELL PRATT

1500 GOOD TOOLS

What Makes a Glass Cutter Cut Glass?

The little cutting wheel. To cut glass properly this wheel must be very hard and very sharp. To make them hard, every Goodell-Pratt Cutter Wheel is made of a high grade of tool steel, and is hardened by a special process. To make them sharp, each one is honed twice. Then to make sure that they will cut properly, each wheel is tested by actually cutting glass.

The excellent reputation of Goodell-Pratt's Turret Head Glass Cutter No. 1 is but one proof of their quality. Goodell-Pratt Cutters and Cutter Wheels are not afraid of any test.

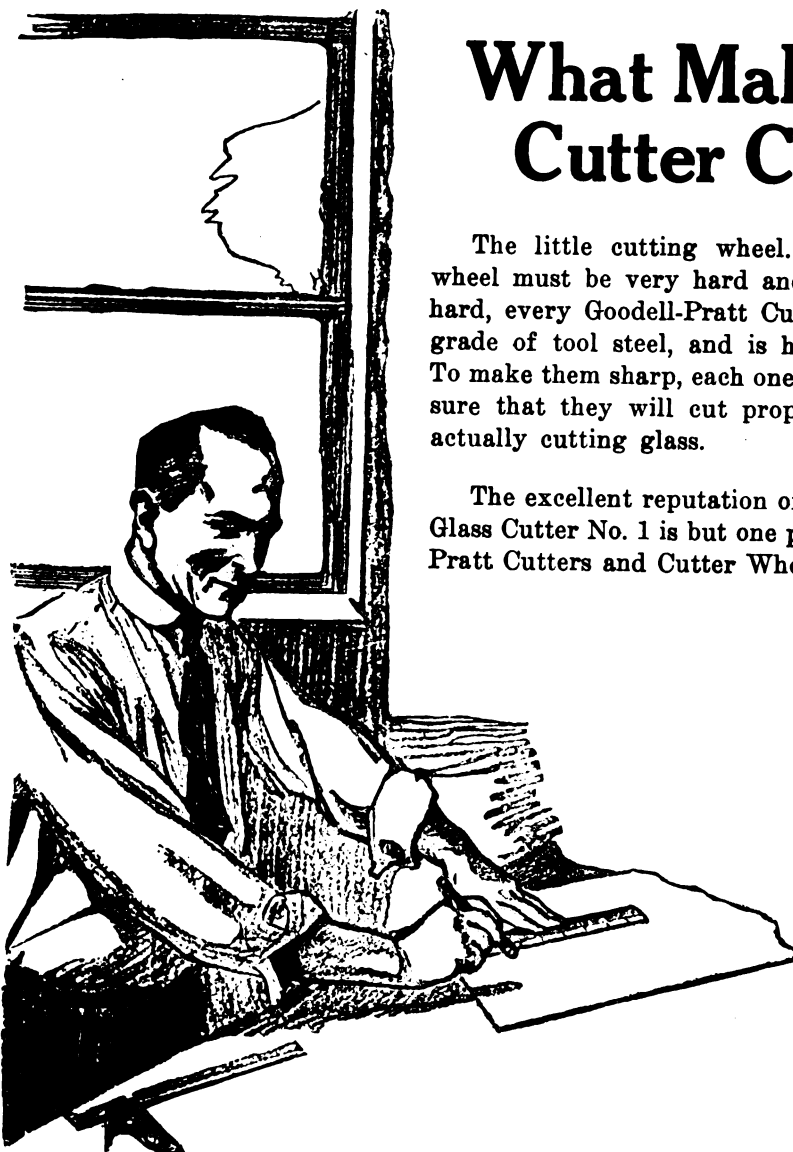
Goodell-Pratt Turret Head Glass Cutter No. 1

List Price
\$4.00 Per Dozen

A Six Wheel Cutter for the price
of three single wheel
cutters

Goodell - Pratt
Company
Toolsmiths

Greenfield, Mass. - U. S. A.



CAST IRON SOIL PIPE

SHORT TALKS - - - - No. 12

The Drainage Pipe E-v-e-r-l-a-s-t-i-n-g!

"Summing up what has been observed it may be said that our experience of 250 years with cast iron pipe has not been sufficiently long to establish just what its life is."

Transactions — American Society of
Civil Engineers, Vol. LXXVIII, Page 812

**Soil Pipe is 'Cast Iron' Pipe; it, too,
will last for centuries** →



Campbell Mfg. Co. Gadsden, Ala.
Casey-Hedges Co., The... Chattanooga, Tenn.
Central Foundry Co. New York, N. Y.
Charlotte Pipe & Foundry Co.
Charlotte, N. C.
Coosa Pipe & Foundry Co. Birmingham, Ala.
Crown Pipe & Foundry Co. Jackson, Ohio
Gadsden Pipe Co. Gadsden, Ala.
Haines, Jones & Cadbury Co.
Philadelphia, Pa.
Johnson Co., J. D. New York, N. Y.
Krupp Foundry Co. Lansdale, Pa.
Medina Foundry Co. Medina, N. Y.
National Foundry Co. of N. Y., Inc.
Brooklyn, N. Y.

National Pipe & Foundry Co. Attalla, Ala.
Reading Foundry & Supply Co. Reading, Pa.
Salem Brass & Iron Mfg. Co. Salem, N. J.
Sanitary Co. of America. Linfield, Pa.
Somerville Iron Works. New York, N. Y.
Standard Foundry Co. Anniston, Ala.
Superior Mfg. Co. Bessemer, Ala.
Union Foundry Co. Anniston, Ala.
Weiskittel & Son Co., A. Baltimore, Md.
Wetter Mfg. Co., H. Memphis, Tenn.
Abendroth Brothers. Port Chester, N. Y.
Alabama Pipe & Foundry Co. Anniston, Ala.
American Foundry & Pipe Co. Penns Sta., Pa.
Anniston Foundry Co. Anniston, Ala.
Bessemer Soil Pipe Co. Bessemer, Ala.

*Illustrated literature will be sent on request by any or all of the above
independent and competing makers of Cast Iron Soil Pipe and Fittings*





**“Royal” means
“Superlatively Good”**

ROYAL COTTON WASTE

The Utmost in Waste

STANDARDIZED and GUARANTEED

Uniform Quality—“Tare” (Wrappings) 6%—Even Weight

12 GRADES

SIX WHITE

Baron
Count
Czar
Duke
Earl
Emperor

*A Grade for Every Need
of Service or Price*



SIX COLORED

King
Marquis
Mikado
Prince
Rajah
Sultan

*Order and
Re-order by name*

Ask your jobber or write for Royal Sampling Catalogue; ask for samples of Royal Wool Waste

ROYAL MANUFACTURING CO

GENERAL SALES OFFICES AND PLANT

New York Office—2 Rector St.
St. Louis Office—Pontiac Bldg.

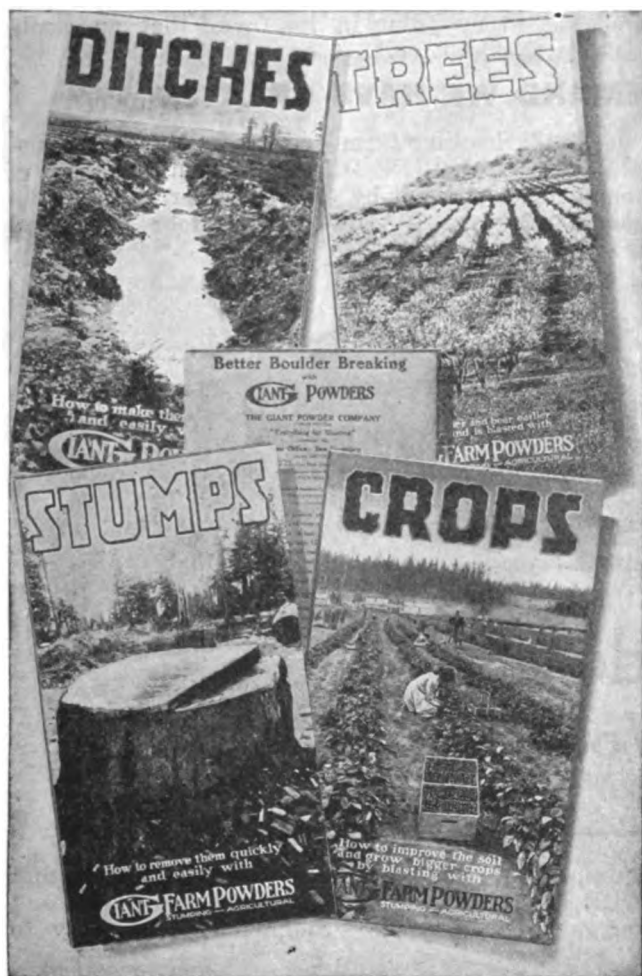
RAHWAY, N. J.

Chicago Office—People's Gas Bldg.

Pittsburg Office—Oliver Bldg.
San Francisco Office—Wells Fargo Bldg.

LOOK FOR THE BRAND ON EACH STEEL BAND

Let us give these books to your customers



Any of your customers who have stumps or boulders to blast, trees to plant, hardpan to break or land to drain will be glad to have some of these five attractive books. All were written by experienced men to Cover *Pacific Coast* conditions. They are the *only* books prepared especially to guide *Western* farmers and fruit growers in their work. They have covers in natural colors. They are the most instructive and valuable books on blasting ever issued.

If you are now a distributor of



a supply of these books will be sent to you on request, and *your name and address* will be printed on the Cover of each book.

If you are not selling Giant Farm Powders we will furnish the books, imprinted, if you will arrange to take orders for Giant Powders and Giant Blasting Supplies.

In addition we will send you the names of farmers in your territory who write to us for these books as a result of our large advertisements in all of the Pacific Coast farm papers. We will help you, too, in many other ways. Let us send you our books.

Get a sample set now—mail this coupon

The Giant Powder Co., Con., 227 First National Bank Building, San Francisco

CHECK HERE

- ☐ Send us one each of your books on Stump Blasting, Boulder Blasting, Tree Planting, Subsoiling and Ditch Blasting.
- ☐ Send us your book, "Helping the Retailer Sell Giant Farm Powders," which tells in detail how you help the merchant to increase his sales of explosives.
- ☐ Send us prices on Giant Farm Powders.

Firm Name.....

Address.....

Buyer's Name.....

Big Money for You in the Wade Gasoline Drag Saw

Here is a machine that fills a long felt want—a machine that saves time and labor for its users—in fact, the kind of machine it pays you to handle. The WADE GASOLINE DRAG SAW is being advertised in a big way and has every point in its favor that an easily saleable article should have.

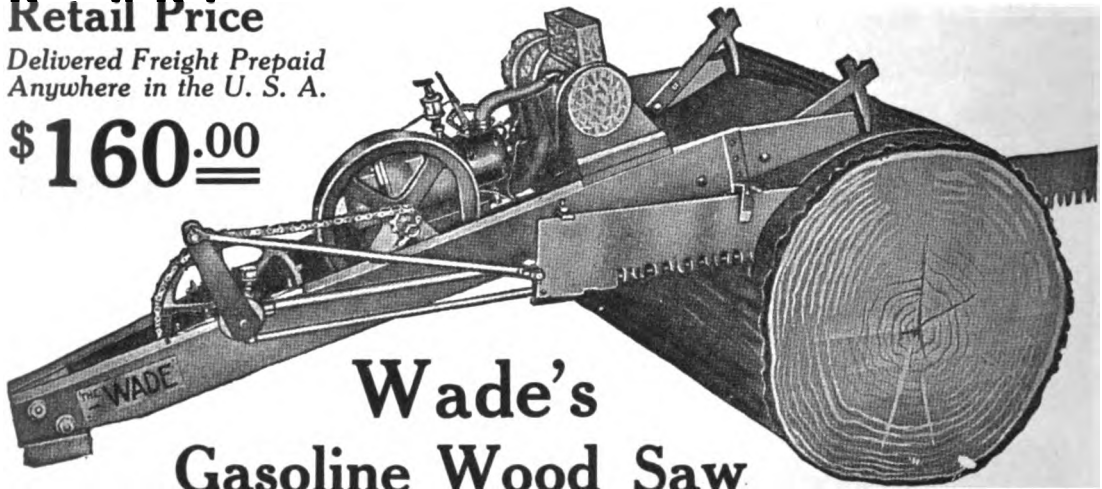
CASH IN ON THE DEMAND WE HAVE CREATED

Our advertising campaign now running in all the leading farm and trade journals is impressing the many good qualities of the WADE GASOLINE DRAG SAW on thousands of prospective buyers. By supplying convincing circulars and by direct co-operation we can help you get the full benefit of this demand. Put the WADE on your floor NOW and get your share of the sales.

Retail Price

*Delivered Freight Prepaid
Anywhere in the U. S. A.*

\$160.00



Wade's Gasoline Wood Saw

(Portable)

1918 MODEL — 4 H. P. ENGINE

All 1918 model WADE Drag Saws are equipped with our new improved 4 H. P. Engine that gives an abundance of power. The WADE is made of the best materials throughout, and is always ready for use—practically never gets out of order. Simple, compact, easy to operate, long lived.

Logging Camps are adopting the WADE at an enormous saving in time and labor, and it is generally known that the lumbering industry has no patience with inefficient and unreliable machinery. An attractive contract is ready for the right kind of dealers in open territory. Write TODAY for details.

IT WILL PAY YOU TO GET OUR DEALER PROPOSITION

Oldest and largest
independent whole-
salers of farm ma-
chinery in the North-
west.

R.M. WADE & CO.
SINCE 1865
PORTLAND, ORE. - SPOKANE, WASH.

322 Hawthorne Avenue, Portland, Ore.
910 N. Howard Street, Spokane, Wash.

52 years' experi-
ence has given us the
ability to test and
judge the efficiency
of farm machines.



Up-to-date System for Retail Stores

Electrically Operated National Cash Register

Great labor-saving machine for retail merchants.

It does 15 things in three seconds.

It does quickly what clerks can't do.

Tells which clerk sells the most goods.

Advertises your goods direct to your customers.

The New N. C. R. Credit File

Cuts out all bookkeeping of customers' accounts.

No customers' ledger, blotter or day-book.

Every customer's account balanced to the minute.

Complete record with one writing.

Saves time and work for clerks.

Customers like it; it saves their time.

Prosperity is increasing. Freight congestion is growing greater. Hence don't delay.

Order now and get the profits which our system will make for you.

It more than pays for itself out of the money it saves. Sold on small monthly payments.

Old cash registers repaired, bought, sold, rebuilt and taken in exchange for new registers.



Adapted to retail stores of all kinds, from the smallest to the largest

To Dept. 137-A, National Cash Register Co., Dayton, Ohio

Please send me full particulars of your latest model cash register and the new N. C. R. credit file.

Get the benefit of these prosperous times

Name _____

Business _____

Address _____

Cut out this coupon and mail it today



A Gift of
1847 ROGERS BROS.
 SILVERWARE

Chests in various combinations containing twenty-six to two hundred and fifty-two pieces at prices from \$22.10 to \$285.00. Presentation cases with individual pieces and smaller combinations from \$3.00 to \$25.00. When purchased without cases or chests, teaspoons \$6.00 a dozen; other pieces in proportion.

Old Colony

A complete silver service may be had with Tea and Coffee sets, Vegetable Dishes, etc. matching the spoons, knives and forks.

*Sold by leading dealers.
 Send for Catalog "M-75"*

INTERNATIONAL SILVER COMPANY
 MERIDEN, CONN.
 The World's Largest Makers of Sterling Silver and Plate
 NEW YORK CHICAGO SAN FRANCISCO
 Canadian Branch: MERIDEN BRITANNIA CO. LTD. HAMILTON



This advertisement appears in the December issues of leading national publications.

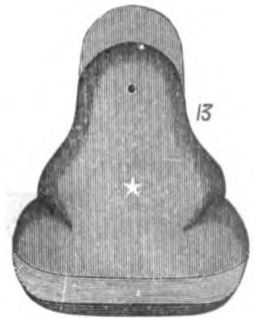
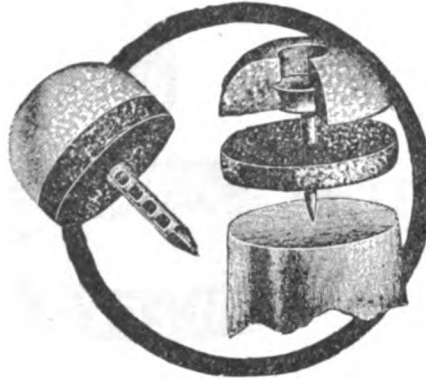
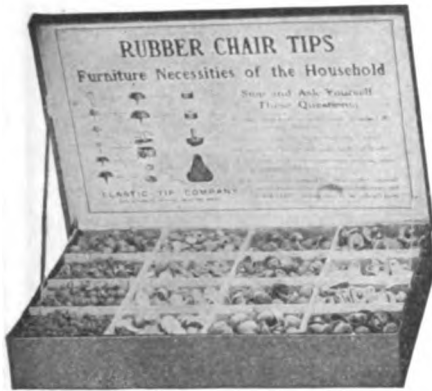
Stop! Look! Think!

OF THE GREAT PROFIT
IN OUR SPECIAL ASSORTMENT OF

"Elastic" Chair Tips

consisting of the most salable and profitable sizes,
viz:

- 8 Gross Rubber Head Nails.
- 4 100/144 Gross Bumpers.
- 17 Doz. Slotted Screw Tips.
- 4 Doz. Wood Peg Tips.
- 3 Doz. Patent Rocking Chair Tips.
- 4 Doz. Stetson's Combination Cushion Chair Tips.



"Elastic" Chair Tips

Prevent injury to floor and carpet, stop the noise nuisance in the home, the schoolroom, the restaurant, the public hall—wherever wooden chairs are moved about on wooden floors, concrete or tiling.

Their almost universal usefulness and necessity make them most profitable sellers—if pushed.

"Elastic" Chair Tips.
Order the "Elastic" Assortment now—display it—then watch the "Elastic" sell!



ELASTIC TIP CO.

370 Atlantic Ave., Boston, Mass.

ELASTIC TIP CO., BOSTON, MASS.
Kindly send us full particulars and
prices of "Elastic Assortment."
Name.....
Address.....
Hardware
World.

New York Stamping Company's Latest War Baby

*Strong
Sanitary
Cold Handle
Popular Prices*



**Now in the Hands of All Jobbers Ready for
Immediate Delivery**

Manufactured by the
New York Stamping Company
Brooklyn, New York

Wm. P. Horn Co., San Francisco, Los Angeles, Portland

BALDWIN Dry-Air Refrigerator

150 Handsome Styles

ASH, OAK, SOFTWOOD CASES;
OPALITE GLASS, VITRIFIED PORCELAIN, AND METAL LINED

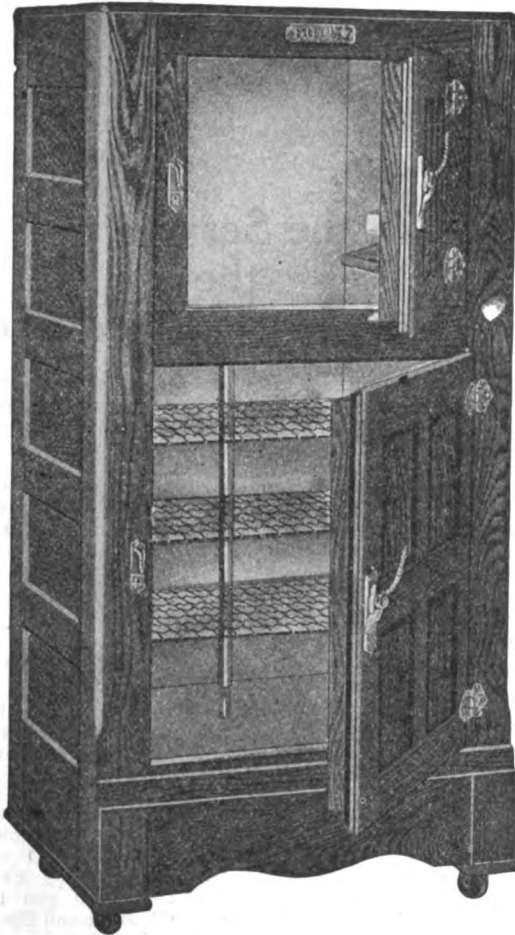
"The Cold, Clean Kind"

Baldwin's do better work with less ice than any other refrigerator made. They keep food preserved in the best possible manner, because of their positive one way current of absolutely pure, cold, dry air, moving swiftly around articles stored, and constantly cooling and purifying every square inch of the refrigerator.

Many Baldwin Refrigerators in constant use for 35 years are still giving the utmost satisfaction.

Don't sell a "cheap" refrigerator—it wastes your customer's money and is a source of annoyance every day he uses it.

Baldwin's are lined with snow-white opalite glass 7-16 inch thick; vitrified porcelain, seamless porcelain, white enamel or metal. There are 150 styles in stock. Don't experiment with new makes of unknown quality—sell the Baldwin—the "kind the old folks used."



"The Box with the Steady Cold Wave"

SEND A POSTAL FOR OUR BIG CATALOG

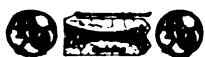
The Baldwin Refrigerator Co.

BURLINGTON, VERMONT

PENNSYLVANIA

Quality
LAWN MOWERS

Of course, you've placed an order for "PENNSYLVANIA" *Quality* Lawn Mowers, but—



This trade mark is on the handles of:

- "Pennsylvania"
- "Great American"
- "Continental"
- "Pennsylvania Jr."
- "Shock Absorber"
- "Golf"
- "Putting Greens"
- "Horse"
- "Pony"
- "Undercut Trimmer"
- "Braun Grass Catcher"
- "Lawn Cleaner"

Have you ordered them shipped at once?
If not, do so promptly.

You know shipping conditions are liable to get worse rather than better.

It's better to have your lawn mowers in your own warehouse than on the shippers' order book.



CORCO STOVE PIPE

REG-UG-PAT OFF.

is made from Even Colored, Polished, Planished or Galvanized Steel Sheets, in all gauges, and in 4" to 7" diameters.

Six style locks to choose from, all simple, strong and capable of making a perfectly rigid joint.

Corco Stove Pipe is shipped in steel casks with wood heads that save a joint on every package. With paper wrapped or wood crated pipe the outside joint is usually battered and rusted when delivered and must be thrown away.

Corco Pipe, in the steel drum, comes to you with the outside joint in the same good condition as the inside sections. Makes handling and storage easy. Can be used over again.

Made like this

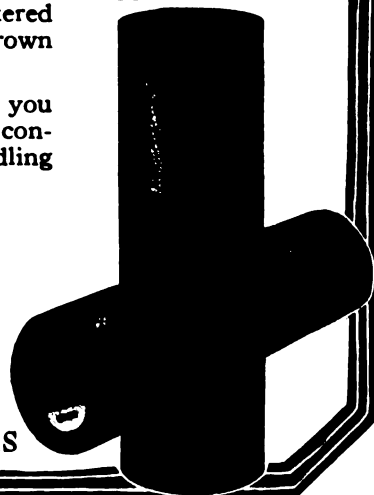
The Corco Stove Pipe booklet, showing all style locks, will be mailed on request.

Whitaker-Glessner Company
WHEELING CORRUGATING DEPT.
Wheeling, W. Va.

Branch Offices and Warehouses
New York Philadelphia Chicago St. Louis
Kansas City Chattanooga Richmond

Members of National
Association of Sheet and
Tin Plate Manufacturers.

Shipped like this





Sell Saws That are Mechanically Right

That is the way to satisfy your customers. They want saws that cut right, that hold their cutting edge, that are made of high grade steel. While the carpenter is today not so much interested in finish, he still likes to have a good looking saw and surely there is no other which compares with the Simonds in finish.

There is none which excels it in quality. It leads them all in profit to Dealer and value to Customer. Send for catalog and terms.

Simonds Manufacturing Company

"The Saw Makers"

Portland, Oregon
San Francisco, California

Seattle, Washington
Vancouver, B. C.



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Pop Up—Automatic Lawn Sprinkler In Operation On the Grounds of the

UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very coarse stream. Made for half inch connections. Has 25'-0" distribution with 75 pounds pressure. Made of non-corrosive metals. Has but three parts, nothing to wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for sample—booklet and prices. For Sale by

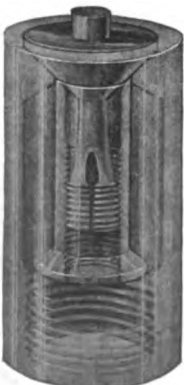
W. D. ALLEN MFG. CO., Chicago, Ill.

PITTSBURG VALVE & FITTING CO., Barberton, Ohio.

or

AUTOMATIC LAWN SPRINKLER CO.

Salt Lake City, Utah



Closed

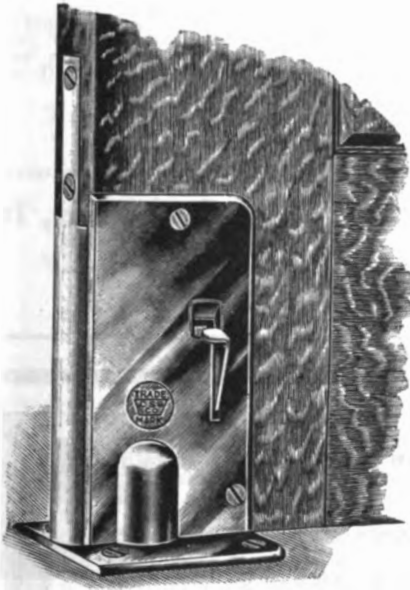


Open

TRADE
CHICAGO
MARK
SPRING HINGES

Trade Building

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Relax" Spring Hinges

are in great demand. They are substantial in construction and readily applied. The **EXCLUSIVE FEATURE** of spring action release, allowing the door to be placed open at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue W-32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Bolt Company,

CHICAGO



NEW YORK

Remove Stock Rapidly and Smoothly



"The
DELTA"

Is the only Line of Files from 3 to 24 inches that are made absolutely of

**CRUCIBLE
STEEL"**

This high quality material and our scientific hardening and tempering methods enable us to produce files of exceptional durability.

Delta Files are made in several shapes and sizes—there is a shape and size for your particular requirement.

Use Delta Files in your shop—you will increase your output and greatly reduce your cost of filing.



This trade mark safeguards the interests of thousands of file users everywhere. Always look for it.

DELTA FILE WORKS
PHILADELPHIA, PA.



HOW ABOUT THE "Handy-Man-About-the-House"

Almost every home can use and really needs tools of some kind and this is a field which many dealers neglect to cultivate. But in many of these homes are potential amateur mechanics who would, if assisted and encouraged, develop into regular purchasers of not only a variety of tools, but also other hardware. Almost every man has some mechanical ability and we all like to see the results of our own skill. All that lots of them need is a start. **Cultivate this field.**

Encourage the "home-mechanic" in your newspaper advertising and window displays. Show good samples of home-made cabinet work. Suggest it in various ways that your local conditions offer and you will have opened up a field of large possibilities.

Sell them only high-grade tools. Enquire what kind of work they intend doing and give them the particular style suitable for that work. Many a customer has been lost because a clerk was not sufficiently interested in the customer's needs. For instance, no better saw is made than the DISSTON, but a 6-point hand saw is not suitable for cabinet work in hard wood. The amateur is consequently discouraged at the outset. See that he has the right quality and type of tools at the start and his enthusiasm will bring him back to add to his kit and equipment as his skill and requirements expand.

A fine foundation is a set of

DISSTON SAWS

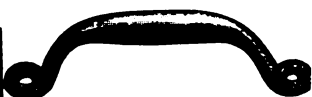
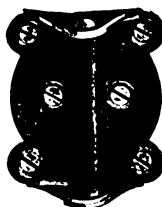
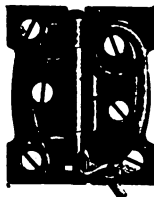
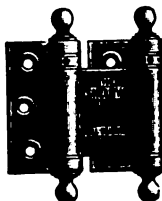
Other Disston Tools are of the same high standard.

HENRY DISSTON & SONS, Inc.

PHILADELPHIA



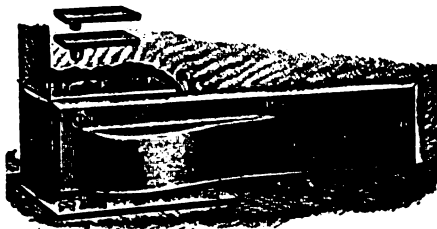
U. S. A.



THE SHELBY "CHIEF"

The Well Known Surface Floor Hinge That Made the Shelby Line of Builders' Hardware Famous

Recognized
as the
World's
Best
Floor
HINGE



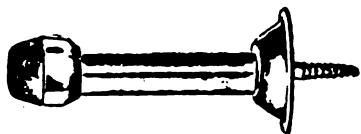
Made at
Shelby,
Ohio.
Sold
Every-
where

Get Catalog and Prices on our large line of Builders' Hardware and we will get your business.

THE SHELBY SPRING HINGE CO., SHELBY, O.

Coast Representatives:

Pond Hardware Specialty Co., Los Angeles, Cal. D. L. Herman, Seattle, Wa.



Stanley Tools



To Increase Your Small VISE
Business Put in a Line of

"JERSEY" VISES

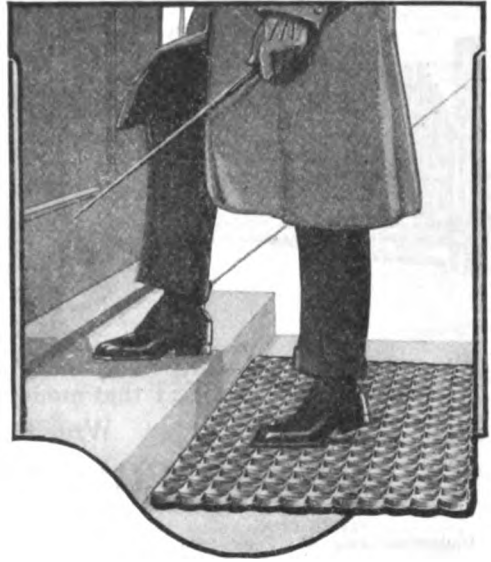
They are strong, serviceable tools and have long been popular with both mechanics and amateurs. The SCREW (body, head and collar) is in one piece turned from cold rolled steel and has a square lathe cut thread. The steel Jaws are hardened and all Jaws are ground to insure that they meet squarely when tightened. Both back and front Jaws are filed to fit. Made with either Clamp or Swivel Bases, with iron or steel Jaws, and in six sizes.

Displayed on the Stand which accompanies each ASSORTMENT, they cannot help but attract trade.

We have special literature containing complete description of all styles. Let us send you a supply, also attractive display card.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Keeps Floors Clean



MUD, snow and ice tracked indoors and ground into rugs and polished floors is as unsanitary as it is unsightly. Certainly any article that will catch this dirt and keep it outdoors will appeal to the housewife.

The McKINNEY Steel Door Mat

scrapes mud and snow-covered shoes clean—always. Most mats become so clogged with mud and dirt as to render them utterly useless in a very short time. By reason of the open mesh construction of the McKinney Steel Door Mat, dirt falls through to the porch floor where it can easily be swept away as accumulated. It possesses a neat appearance and will render satisfactory service for years.

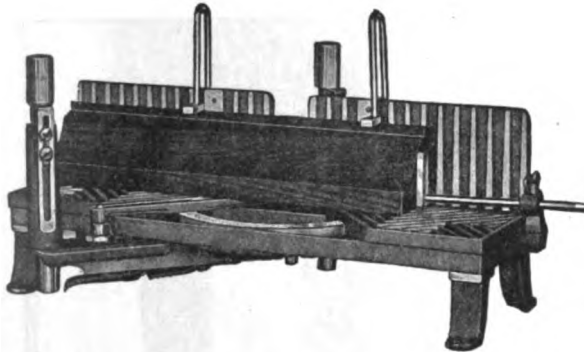
We have prepared window and counter cards, display stands, electros, and folders to be furnished with dealer's imprint for counter use and distribution in letters and bills.

A small amount of effort now will bring big returns all winter long. May we send details of our co-operative plan? Write now.

McKINNEY MFG. CO.
Makers of Hardware
PITTSBURGH

Stock the MARSH Line

It's Easy to Sell

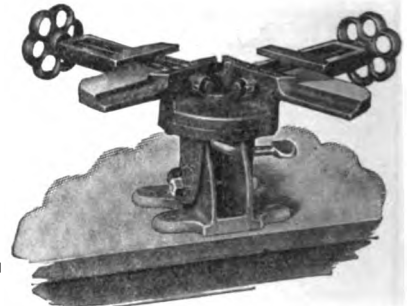


BECAUSE

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BEST

It's Known
the World Over



We manufacture Quality Miter Machines, Visas, Sanders, Choppers, Iron and Steel Miter Boxes. **THE BEST** that money can PRODUCE and the PRICES are RIGHT.

Write for Circulars and Prices

H. C. MARSH COMPANY, 212 Race St., Rockford, Ill.

OMER COX
Underwood Bldg., San Francisco, Cal.

← **WESTERN REPRESENTATIVES** →

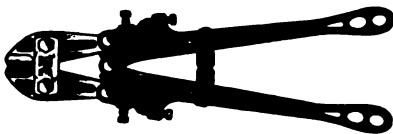
JONES & COX
Newhouse Bldg., Salt Lake City, Utah

SANDS & COX
San Fernando Bldg., Los Angeles, Cal.

STRIMPLE & COX
L. C. Smith Bldg., Seattle, Wash.

TAYLOR & COX
Ideal Building, Denver, Colorado

PORTER'S New Easy Bolt Clippers



Are you handling the
10-in. and 14-in. O.K. Cutters?

If not, my Pacific Coast representatives
will tell you why you should.

Address

Omer Cox,
Underwood Bldg.,
San Francisco, Cal.

Jones & Cox,
Newhouse Bldg.,
Salt Lake City, Utah

Sands & Cox,
San Fernando Bldg.,
Los Angeles, Cal.

Taylor & Cox,
Ideal Bldg.,
Denver, Colorado.

Strimple & Cox,
L. C. Smith Bldg., Seattle, Wash.

H. K. PORTER

Bolt Clipper Specialist

6 ASHLAND STREET, EVERETT, MASS.

The "PONY"

Is the very best Hand Machine that
money can buy, for setting Tubular
or Bifurcated Rivets



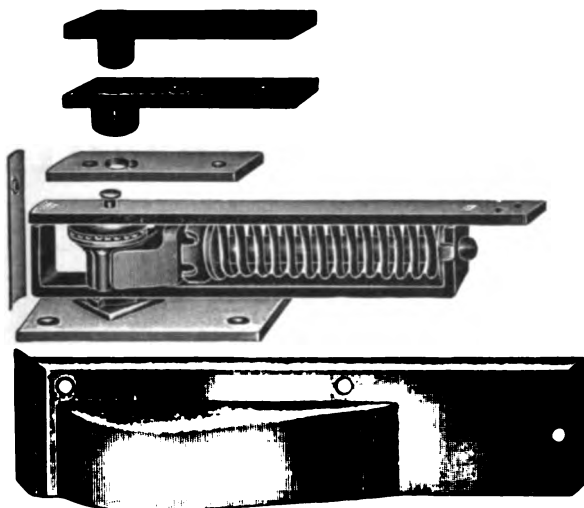
IT'S GUARANTEED

SOLD BY JOBBERS EVERYWHERE

Made by

F. H. SMITH MFG. CO.

CHICAGO, U. S. A.



Enlarged cut of "STANDARD" DOUBLE-ACTING SPRING FLOOR HINGE, showing Side and End Plates and Top Pivot.

DOUBLE-ACTING SURFACE FLOOR HINGES,—DOUBLE-ACTING CHECKING FLOOR HINGES,—SINGLE-ACTING CHECKING FLOOR HINGES.

Six different types—in different sizes of each.

We are the only exclusive FLOOR HINGE manufacturers in America and manufacture the largest line known.

Write for information and prices on the only complete line.

THE STANDARD MFG. CO., Shelby, Ohio, U. S. A.

THE ADDED DURABILITY OF

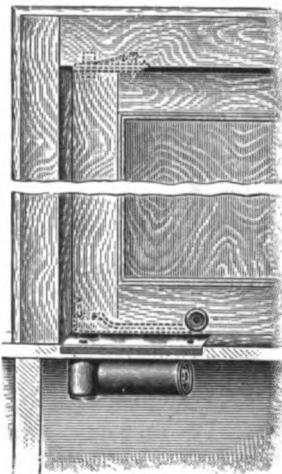
"Standard" Floor Hinges

has been fully proven by the most severe tests as well as years of actual experience of the dealer and user.

In offering you our line, we are offering the largest line of FLOOR HINGES known—"STANDARD."

All of our products are built of high grade material and by skilled mechanics devoting their entire time to the development and manufacture of the "STANDARD" line of Floor Hinges.

You can select from the "STANDARD" line any type of a FLOOR HINGE you wish—



"STANDARD" CHECKING FLOOR HINGE, for either single-acting or double-acting doors.

"YANKEE" QUICK RETURN In 3 Sizes

With spring in the handle to drive bit back quickly. Holds it extended for overhead work.



No. 130—For all general work. Very popular.

No. 131—Heavy pattern, for general house carpentry and heavy screw driving. Becoming very popular.

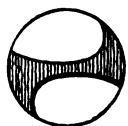
No. 135—Small size, for smaller screws, electrical work, and wherever a large number of small screws are frequently driven.

Your Jobber will supply you.

NORTH BROS. MFG. CO.
Philadelphia, Pa.

LEBANON

A Different Bit—A Bit Different



Note the
"Z" Twist
and Quick
Boring Spur

The Lebanon Bits are different—different in such practical, common-sense, value-making ways, that their differences strongly recommend them to experienced dealers and buyers.

They are designed in a different way. With the famous "Z" twist and keen-cutting edges, Lebanon Bits sever the wood like a sharp chisel and bring out the chips without heating.

Lebanon Bits bore from 40 to 60 per cent further with the same number of turns than any other bit on the market, and leave clean, chipless holes behind them.

Dealers and jobbers will find the Lebanon bit, backed by strong sales policy, an exceedingly attractive proposition. Write

The Lebanon Machine Company
Lebanon, New Hampshire

San Francisco:
**DUNHAM, CARRIGAN &
HAYDEN CO.**



Salt Lake City:
E. C. COFFIN CO.
303 Atlas Bldg.

"Easy Emptying" Grass Catchers

"Favorably known
the world over"
now made with

**Re-Inforced
Non-Slipping
Bottom**

**Rigid Light
Durable**

Many exclusive
patented features
and strong selling
points explained in
Catalog No. 14.

Write for it



Some of Our Pacific Coast Jobbers
California Mdw. Co. Pacific Mdw. & Steel Co.
Falling-McCalman Co. The Schaw-Batcher Co.
Honeyman Mdw. Co. Schwabacher Mdw. Co.
Kelley-Mason Mdw. Co. Seattle Hardware Co.
Marshall-Wells Mdw. Co. The Thomson-Diggs
Co. Co.

Dunham, Carrigan & Hayden Co.

The Specialty Mfg. Co.
St. Paul, Minn., U. S. A.

The Parker Line 8 of Wire Goods

ARE KNOWN ALL OVER THE UNITED STATES

They are *Standard,*
Well Finished, Well Packed
and Sharp Threads

TRY US WITH YOUR NEXT ORDER



**Parker Wire
Goods Co.**
Worcester, Mass.



THE JAMES SWAN COMPANY

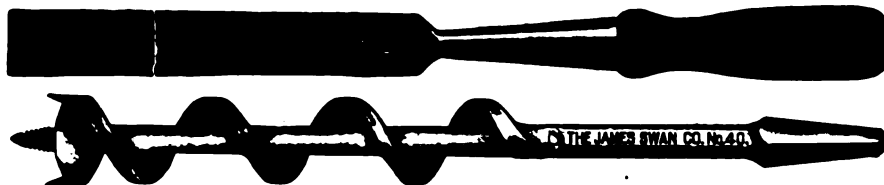
SEYMOUR

CONN.

Bits
Augers



Chisels
Draw Knives



Nail Sets
Gimlets



Gouges
Screw Drivers

NEW YORK OFFICE, 100 LAFAYETTE STREET

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION.

SOLD BY THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

Ideal Elevator Door Hardware Makes Elevator Operation an 'Easy Occupation



Elevator doors hung on Ideal Hangers suspend from a rider bar which rolls over steel balls. The balls in turn roll over steel track.

To get the idea clearly, put a marble on your table and roll a ruler over it. The marble rolls over the table and the ruler rolls over the marble.

Friction is Eliminated

and at the same time the ruler travels at double speed. In the case of Ideal Elevator Door Hangers, the ruler is represented by the rider bar from which the doors are suspended.

Ideal Hangers run easily and noiselessly. Protected from dust and dirt. Regularly made for single doors, two-speed doors, three-speed and combination elevator doors, doors in pairs. The ball retainer keeps the balls properly spaced. Length of hanger is equal to width of door, making an even distribution of the load.

Specific information and prices furnished without obligation. Write for illustrated folder

Richards-Wilcox Manufacturing Co

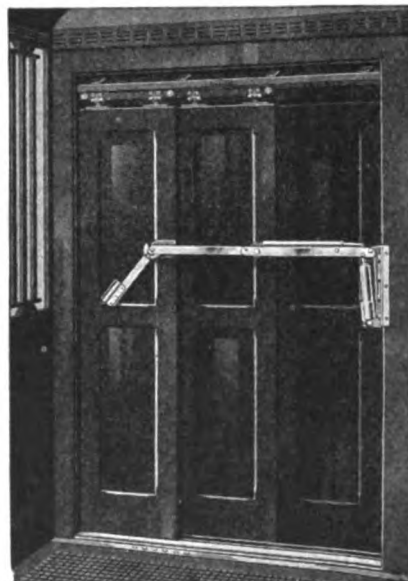
NEW YORK
SAN FRANCISCO
LOS ANGELES
CHICAGO

AURORA, ILLINOIS, U.S.A.

Richards-Wilcox Canadian Co. Ltd. London, Ont.

"A hanger for any door that slides"

PHILADELPHIA
MINNEAPOLIS
DETROIT
ST. LOUIS



STIMPSON-RIVETS



The BRIDGEPORT HARDWARE MFG. CORPORATION BRIDGEPORT, CONN.

"BOOST" YOUR SALES

Four Drivers each 4, 5, 6-inch with stand, Rubberoid Handle, Nicked Ferrule, and Tempered Blade. Fully warranted.

THE MATCHLESS TIRE TOOL

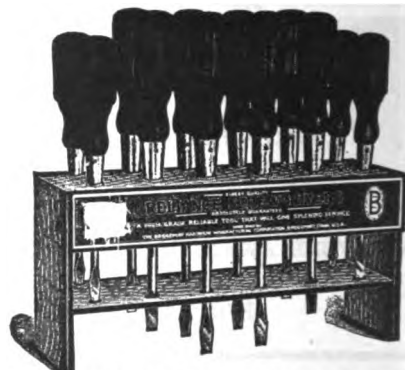


Tempered Steel 11½ inches

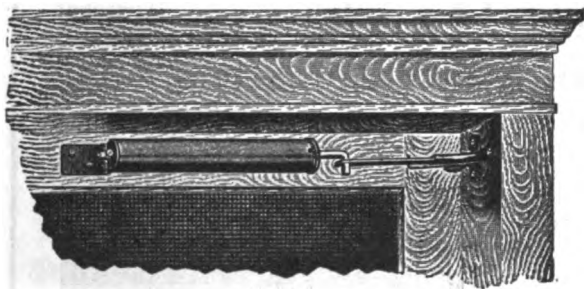
No. 38 Natural Finish, List.....\$6.00 dozen
No. 39 Polished, List.....\$9.00 dozen

C. W. CAUSE CO.
Western Sales Agents
693 Mission Street, San Francisco, Cal.

J. C. McCARTY & CO.
Eastern Sales Agents
New York City New York



No. 35 Assortment Reliance Screw Drivers



MADE BY

SUPERIOR Screen Door Check

The only Check that has the jack-knife lever which allows the door to open clear up against the wall without strain on the Check.

It also has a positive plunger and automatic inlet valve for air.

The above features together with the low price makes it the best Check for user, dealer and jobber.

Quickly and easily attached by anyone.

If your jobber can not supply you, write us and we will give you the address of your nearest jobber who handles our Check.

SUPERIOR SPRING HINGE COMPANY, 136 West Lake Street, Chicago



Revolving Bolt and Screw Cases

Dealers in Hardware, Auto Supplies, etc., find that time and space are saved by using the Revolving Cases for keeping loose Bolts, Screws and Auto Accessories. Everything is kept right at the clerks' fingers' end. Catalog sent on application. All jobbers handle these cases.

American Bolt & Screw Case Co., Dayton, O.

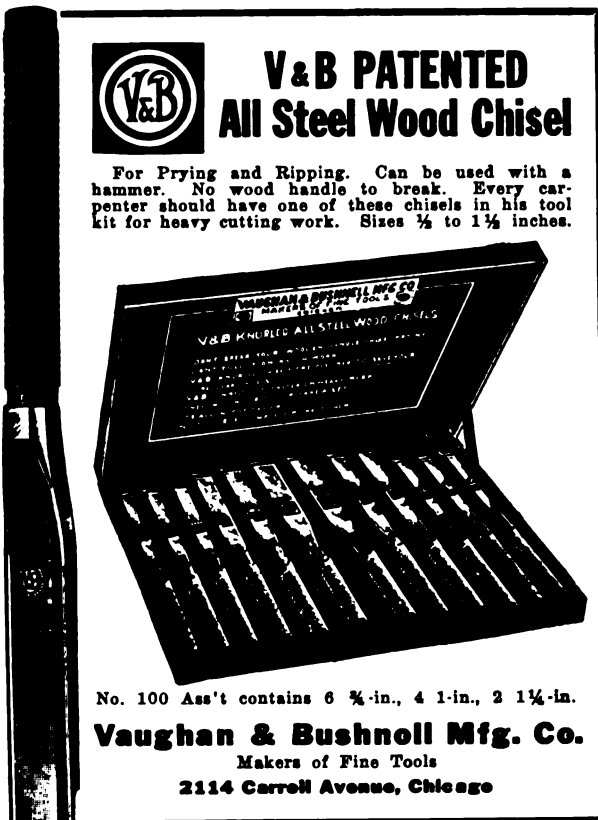




McCAFFREY
FILE CO.
PHILADELPHIA

"Highest Award (Medal of Honor) for FILES and RA S P S, Panama-Pacific International Exposition, San Francisco."

Established 1863



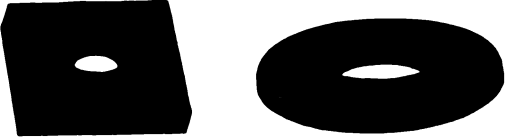
V&B PATENTED All Steel Wood Chisel

For Prying and Ripping. Can be used with a hammer. No wood handle to break. Every carpenter should have one of these chisels in his tool kit for heavy cutting work. Sizes $\frac{3}{4}$ to $1\frac{1}{2}$ inches.

No. 100 Ass't contains 6 $\frac{3}{4}$ -in., 4 1-in., 2 $1\frac{1}{2}$ -in.

Vaughan & Bushnoll Mfg. Co.
Makers of Fine Tools
2114 Carroll Avenue, Chicago

There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

**Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers**

of all descriptions. Round and Square, Plain or Galvanized.

**Annealed Rivet Burrs Follow Plates
Sheared and Punched Plates**

PROMPT SHIPMENTS

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Coast Representatives,
KUENSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.; Denver, Colo.

ONLY

BOMMER


**DOUBLE ACTING
SPRING BUTT HINGES**



have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.

Bommer Floor Surface Spring Hinge
Has Release and Holdback Features, Ball Bearing and Alignment Device

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.



No. 18 Type

BOMMER BROTHERS, Mfrs., Brooklyn, N. Y.



Trade Mark

Clover Leaf Manila Rope



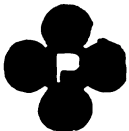
Trade Mark

Demand for first-class Manila Cordage has never been better than at present. To supply the many new ships being built on the Pacific Coast is drawing heavily upon stocks. CLOVER LEAF MANILA meets the requirements splendidly and builders need have no hesitancy in fitting out vessels with this brand.

This increasing demand for Clover Leaf Rope is the best evidence of its superiority. Dealers in rope are assured that stocks can be well maintained as prices will not reduce for some time to come, and then gradually.

This company is now making and supplying Tarred Marline, Ratline, Hambroline, Rounding, Spun Yarn, Seizing and Hemp Cordage.

Handled by jobbers or can be had direct from



Trade Mark

The PORTLAND CORDAGE CO.

Portland, Oregon

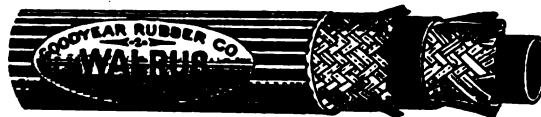
Seattle, Washington



Trade Mark

GARDEN HOSE

**THE
BRANDS
OF
GARDEN
HOSE
WHICH
INSURE
QUALITY**



**INSIST
UPON
THESE
BRANDS
AND YOU
GET
THE
BEST**

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SAN FRANCISCO, CALIFORNIA **PORTLAND, OREGON**

GOODS SOLD TO THE TRADE ONLY



No. 2-E Blower.

BUFFALO

Forges—Blowers—Drills

**Designed Right—Built Right
Strong—Durable—Efficient**

The largest line of blacksmith forges, drills and blowers manufactured by any one company. A style for every service.

Our General Catalog No. 179-37 illustrates and describes the complete "Buffalo" line of hand and power operated machines. Mailed on request.

Buffalo Forge Company, Buffalo, N. Y.

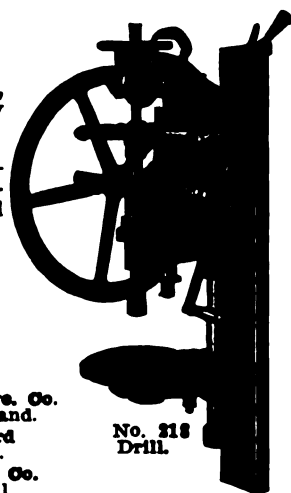
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Harold English, 823 Higgins Bldg., Los Angeles, Cal.

Some of our Western Distributors,

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San Francisco, Cal.
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Los Angeles, Cal.
Smith-Booth-Usher Co.
Los Angeles, Cal.

Marshall-Wells Edwa. Co.
Spokane and Portland.
Jensen-King-Byrd
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No. 218
Drill.

The Biggest-Selling Small Capacity Power Pump!

—for farm use is without question the Goulds "Pyramid" Pump. It has patented features not found in any other small-capacity power pump. Thousands are in use for private water-supply systems. Furnished in various forms so as to be readily connected up to the power available. Used for House Water Supply, Dairy Water Supply, Overhead Irrigation Systems, Water Supply for hotels, mills, stores, etc., Fire Protection.

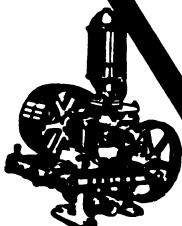
GOULDS' PUMPS FOR EVERY SERVICE

—are in steady, all-the-year demand. Backed by two-thirds of a century of manufacturing experience—we are the pioneer pump manufacturers of America. Over 400 styles and types. We stand squarely back of every pump and guarantee it to operate satisfactorily under the conditions for which we sell it. Write today for literature and liberal dealer contract.

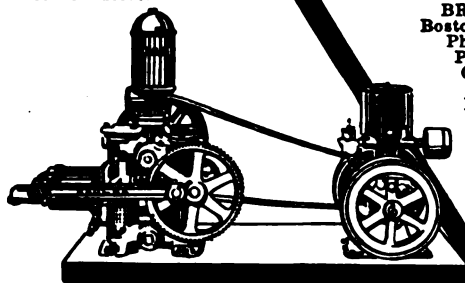
The Goulds Mfg. Co.

Main Office and Works:
Seneca Falls, N. Y.

BRANCHES:
Boston New York
Philadelphia
Pittsburgh
Chicago
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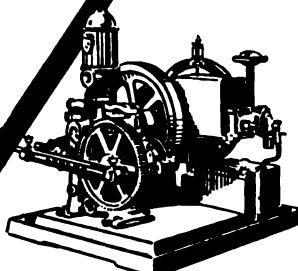
"Pyramid" Pump with
tight and loose pulleys
for belt drive.



"Pyramid" Pump belt-connected to
Gasoline Engine.



"Pyramid" Pump geared
to Electric Motor.



"Pyramid" Pump gear connected to
Gasoline Engine.



QUALITY

You will find it in the Heart
of Every **COLUMBIAN** *Product*
COLUMBIAN ROPE COMPANY
 Auburn, "The Cordage City," New York

QUALITY, plus SERVICE, equals SATISFACTION

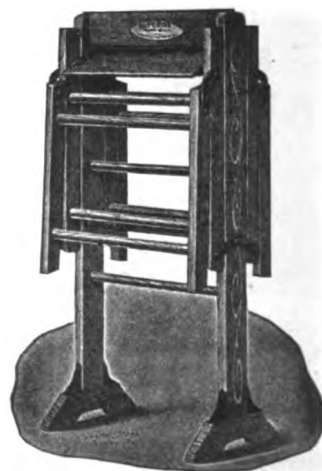


Made in three sizes:
10, 14 and 22 Qt.

In offering you our line of goods, we are offering you **QUALITY** and **SERVICE**, and complete Satisfaction comes only in the selection of goods that have stood the test of time. In stocking our goods, you get this **SATISFACTION**.

Our **EAGLE MOP WRINGERS** and **BUCKETS COMBINED**, and **SUPERIOR FOLDING WASH BENCHES** have the reputation of never failing to satisfy. You will find these two lines, quick sellers and big profit producers.

Our products are built of high grade material and are guaranteed against all defects. The increasing demand for these goods is conclusive evidence that they are the Standard of Comparison, the Highest point of Mechanical Skill, and the Acme of Perfection.



Will hold a 10, 11 or 12 inch clothes wringer.

THE EAGLE WOODENWARE MFG. CO.

Manufacturers,
 Hamilton, Ohio - U. S. A.

"FLAGG"

Malleable Fittings

Prompt Canal Shipments

Direct From Philadelphia

Means Good Service to You

Ask Our Coast Representatives

W. H. Gilbert Sales Co.
918 Hearst Bldg.
San Francisco, Calif.

Established 1856

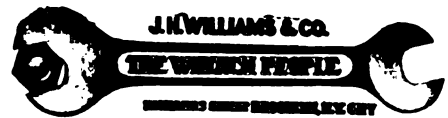
Stanley G. Flagg & Co.
Philadelphia Pa.

WE DON'T SIDESTEP

our obligation to advertise effectively to the consumers who need your stocks. It's not the easiest way nor does it produce the quickest or largest returns for the money expended, but it is the only effective way of bringing customers to your store and the only sure way of affording you the opportunity of rapid turnover.

By doing this and by maintaining an unequalled distribution within your reach we assure your satisfaction in handling Williams' "Grand Prize" Tools and minimize your expense of selling and your investment in stocks.

No competing tools afford you this opportunity in so great a measure.



Samson Spot Sash Cord

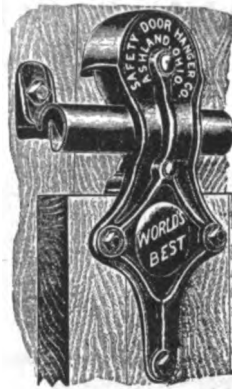
Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

SASH CORD
CLOTHES LINES
SOLID BRAIDED ROPE
SHADE CORD
MASONS' LINES
CHALK LINES

Send for catalogue and samples.

Samsen Cordage Works
Boston, Massachusetts



**YOU ARE RIGHT IN
RECOMMENDING
"WORLD'S BEST"
IN NAME AND FACT**

**World's Best
Tubular Track**
**Barn, Factory
and
Warehouse
Door Hanger**

EXCLUSIVE FEATURES

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the **Easiest Running Hanger** on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you we will.

SAFETY DOOR HANGER CO.
ASHLAND, OHIO, U. S. A.

C. N. & F. W. JONAS, Rialto Bldg., San Francisco, Cal.
and Equitable Savings Bank Bldg., Los Angeles
Western Representatives



GARDENS — GARDENS — GARDENS

Never—were there so many people engaged in Gardening.

Increased production, is our Country's cry. "NORCROSS" GARDEN CULTIVATOR-HOES AND WEEDERS are playing an important part in this Nation-wide movement. They are favorite tools; but—the demand almost exceeds the possible supply.

DEALERS: Don't delay your orders. Jobbers are buying heavily, that you may be supplied. Early buying may pay you big dividends.

Remember the name—"NORCROSS."

C. S. NORCROSS & SONS
Manufacturers BUSHNELL, ILL., U. S. A.



Sell the Coleman "Quick-Lite"

This newest Coleman Lamp is the best seller yet. So simple, economical and safe, that customers buy quickly. Every sale means a liberal profit to you.

LIGHTS WITH A MATCH

The Coleman "Quick-Lite" is the most wonderful lamp to handle. No torch needed. Lights with ordinary matches like any plain kerosene lamp. Makes and burns its own gas from common gasoline or kerosene. Gives a brilliant, steady light of 300 candle power without glare or flicker—more light than 20 old style oil lamps. Can't explode. No danger if tipped over. Very ornamental and comes in variety of styles.

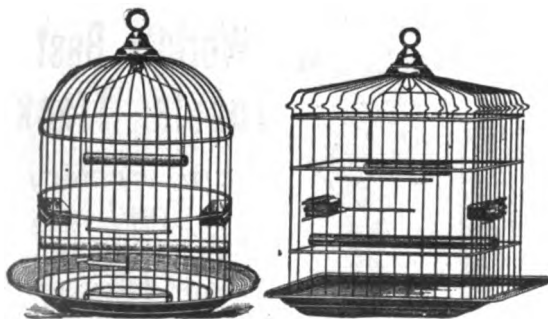
Dealers wanted in all parts of the country. Write at once for catalog 36 and agency proposition. Address nearest office.

THE COLEMAN LAMP COMPANY

Wichita, Kans., St. Paul, Minn., Toledo, Ohio, Dallas, Texas, Chicago, Ill.

O. LINDEMANN & CO.

35 and 37 Wooster St., New York 'Established 1863



Parrot Cages Must Be Strong

Ours are Positively the Most Durable

Manufacturers of JAPANNED, BRASS and
TINNED WIRE

Bird Cages and Cage Sundries

Pacific Coast Representatives

A. L. CONGER CO.

731 MARKET STREET, SAN FRANCISCO, CALIFORNIA

ATLAS

10 Cent Fly Swatter

This swatter has an extra long handle—10 inches. It is very neatly and securely bound with soft green felt—cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible—will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.

NEW HAVEN, CONN.

HUGHSON & MERTON

Pacific Coast Agents

San Francisco Los Angeles
and Portland, Oregon





2 BROOMS IN 1

Give your customers greater value for same money. They can cut out the seams on the improved LEE as broom wears shorter and receive double service over the old style wire made broom.

Lee Broom & Duster Company, Lincoln, Neb.
(Nearly 50 years making better brooms)

TACKS SMALL CUT NAILS

Cobblers' Nails, Glazier Points, Etc.

Double-Pointed Tacks and Staples

Send for Illustrated Catalogue, most convenient and comprehensive

THE SHELTON TACK CO.

Successors to Shelton Co.

Shelton, Conn. New York Office, 96 Warren St.

Do You Sell Hose Menders?



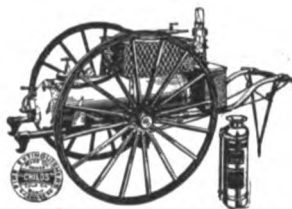
Improved Perfect Clinching Hose Menders are fast sellers. Made with seamless brass tubes and heavy galvanized clamps. Also all steel retinned. Every clamp is turned inwardly to grip the hose. Prices right.

Send for our general catalog—today.

STUBER & KUCK CO.
Peoria, Illinois

New York Office—154 Chambers Street, J. M. Sherwood, Manager
San Francisco Office—Rialto Building, William P. Horn, Manager

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Pacific Coast Distributors
RALPHS-PUGH COMPANY
San Francisco, Cal.



We manufacture everything from dependable hand fire extinguishers to large chemical engines and chemical tanks for fire department service. There's good profit in being our agent. We carry the stock. Write us for catalog and special hardware discounts. Manufacturers of Fire Apparatus. O. J. CHILDS CO., Utica, N. Y.



THE GILSON WEEDEE

"REPLACES THE HOE"

Sells on sight and nets you a handsome profit.

The moment a garden owner glimpses the brand new features of the "Gilson"—the new combination weeder-cultivator and rake—with its oscillating double-edged blade (which "clips" the weeds and loosens the soil on either stroke) and its long-tined reversible rake—the sale's as good as made.

Comes in four sizes suitable to field, garden, truck patch or flower bed. Affords a liberal profit to the dealer.

For illustrated Catalog and complete information address: J. E. GILSON CO., Dept. 32, Port Washington, Wis.

Mason Tool Bag



We Manufacture

Mason's, Electrician's, Plumber's Tool Bags, Automobile, Auger Bit, Punch and Chisel Rolls, Coal Bags, Horse's Feed Bags, Couch Hamocks, Carpenter's Aprons, Grass Catchers and other Specialties.

Send for Catalogue.

**EXCELSIOR BAG
& MFG. CO., Inc.**

TROY, N. Y.

Sold by All
Leading Jobbing and Supply Houses



Made Only by

G. D. ROWELL & SON, Appleton, Wisconsin

Buy a
SAMSON or ROWELL
Railway Car Mover

And Have a

LITTLE SWITCH ENGINE
OF
YOUR OWN

PRICE EACH, \$5.00

Carry Your Stock on Our Shelves

THE successful retail merchant today is constantly planning how to keep his investment in merchandise at the lowest possible point and still maintain a profitable volume and satisfactory turn-over. This problem exists in every business and is of the utmost importance in these times of high prices and fluctuating values.

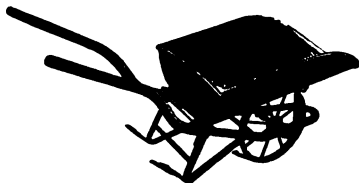
The solution lies in purchasing goods in small quantities from the nearest home jobber who carries a complete stock and can fill orders promptly and give every day helpful service.

We carry the largest and most complete stock of Hardware and Auto Accessories between Chicago and San Francisco and thousands of successful merchants in this Inter-Mountain country are profiting by the service we are rendering.

Merchants who will let us CARRY THE STOCK ON OUR SHELVES, and send it to them as it is needed will keep their own investment at the lowest possible figure, and will be able to confidently face the future, knowing that they are well fortified to meet any emergency.

THE SALT LAKE HARDWARE CO.

Salt Lake City, Utah — Pocatello, Idaho



CONTRACTORS IN YOUR OWN TOWN USE THIS BARROW.

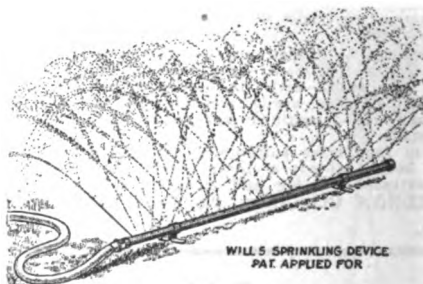
ARE YOU SUPPLYING THEM? ASK FOR PRICES.

WAREHOUSE TRUCKS, CASTERS, CONCRETE MIXERS, SCRAPERS, HAND CARTS, FIBRE WHEELS, MILK CARTS, ETC., ETC.



**338-348 Brannan St. near 2nd
SAN FRANCISCO, CAL.**

WILLS Scientific Sprinkler FOR LAWNS AND GARDENS



**Three Superior Qualities
Durability—Efficiency—Cheapness.**

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust—No Leaks—Solid standards—securely attached. No bending or breaking. Hose connection BEST made.

The Spray is distributed equally covering every space and corner.

Made in all Lengths, and to suit any pressure.

Guaranteed for 10 years' service if properly cared for.

Ask your Jobber or send direct to the Factory for our descriptive folder.

**WILLS SPRINKLER CO.
607 CROCKER STREET, LOS ANGELES, CAL.**



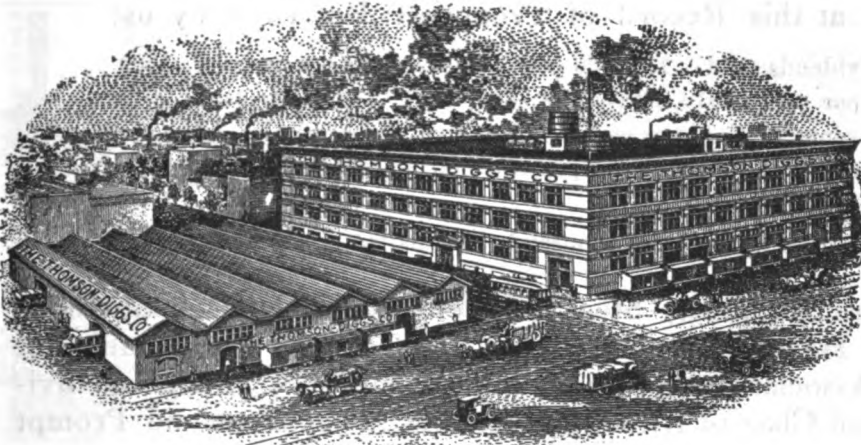
SUCCESS at the traps and in the field is so common a thing when the (P) Brand is used that expert sportsmen everywhere *insist* on Peters because it is an aid to good results. Stock up with Peters Shells and Cartridges, and you will be absolutely sure that your ammunition is *all right*.

THE PETERS CARTRIDGE COMPANY

Pacific Coast Branch: 585-587 Howard Street, San Francisco
 Marshall-Wells Hardware Co., Portland-Spokane, Duluth, Winnipeg-Edmonton
 Hibbard, Spencer, Bartlett & Co., Chicago, Ill.
 Butler & Britain, Inc., San Francisco

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For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL

YOU MR. DEALER WANT

**Insurance that Protects You
Against Loss and at the same time
as Low as Insurance can Safely be written**

The Washington Hardware & Implement Dealer's Mutual Fire Insurance Association, of Spokane, Washington, is conducted by hardware and implement dealers for their sole benefit and protection

You Can't Afford to Experiment

with methods and plans and theories that may be considered all right today and tomorrow may change

Look at this Record of Premiums Returned by us:

Dividends paid: 1907, 25 per cent; 1908, 33 1-3 per cent; 1909, 33 1-3 per cent; 1910, 33 1-3 per cent; 1911, 33 1-3 per cent; 1912, 35 per cent; 1913, 35 per cent. Thirty-five per cent of premiums on policies expiring during the present year is to be returned to the policy holders.

Can give you a list of thousands of satisfied policy holders.

Insures Store Buildings, Stocks, Dwellings and Household Goods belonging to Hardware or Implement Dealers who are members of their State Association. ¶ Profits returned to Policy Holders in dividends selected Class of Risks. ¶ Equitable Adjustment and Prompt Payment of Claims

ADDRESS

E. E. LUCAS, Secretary

Hutton Building

Spokane, Washington

The Financial News

(London) says:

"As the United States Government has placed a large order for machine guns, automatic pistols and service revolvers with Colt's Patent Fire Arms Mfg. Co. it evidently agrees with the genius who wrote:

"Thrice is he armed that hath his quarrel just,
Wrote British Shakespeare, in his day no dolt;
I guess that notion's altogether bust,
Six times he's armed whose pistol's made by Colt!"



Ready for Duty



COLT FIREARMS

"The Proven Best by Government Test"

Revolvers
Automatic Pistols
Automatic Machine Guns

YOU make no mistake when you advise your customers to follow the Government's example and adopt COLT'S for THEIR Firearm needs.

COLT'S PATENT FIRE ARMS MFG. CO. :: HARTFORD, CONN.
PACIFIC COAST REPRESENTATIVE, PHIL. B. BEKEART CO., SAN FRANCISCO.



BEAUTIFY FURNITURE
PROTECT FLOORS and Floor Coverings from injury by using **GLASS ONWARD SLIDING FURNITURE SHOE**
In place of Castors

If your dealer will not supply you write us.

ONWARD MFG. CO.
Menasha, Wis. Kitchener, Ont.

"ANSONIA" NAIL CLIP 10c.

Made by the makers of the "Gem" nail clipper. Twelve in a box or 12 on a display card. Fast ten-cent sales.
Big Profit Write

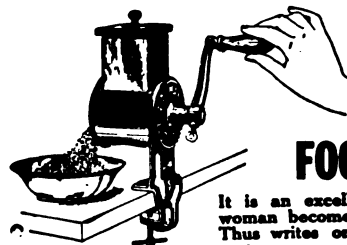
H. C. COOK CO. - ANSONIA, CONNECTICUT



FOR \$1.00

You can make that
Old Kitchen Drain Board
New and Sanitary by using
"NU-SINK"

Reg. U. S. Pat. Off. Wonderful Chemical discovery that anyone can apply in a few minutes. Leaves a brilliant white Porcelain-finish, dries quickly, hard as flint, durable, **WATERPROOF**. Thousands of satisfied good housekeepers testify to its merits. Sold by Hardware Merchants, Decorating and Department Stores. Write for interesting free circular and prices to the trade.
The "NU-SINK" Co., 263 I. W. Hellman Building
Los Angeles, Cal. (Factory San Francisco)



We find it easy to sell the

"Climax"
FOOD GRATER

It is an excellent article and every woman becomes infatuated with it.— Thus writes one of our enterprising customers.

HE IS MAKING MONEY! Acquire the same habit and write **TODAY** for prices.

Schlichter Manufacturing Co.
HAMILTON, OHIO

Here's the Sprinkler that's in Big Demand



THOMPSON'S IMPROVED TWIN LAWN SPRINKLER

Throws fine mist-like spray. Very novel design. Non-corrosive. Made of zinc, lined with brass. Covers large area. Order now. Sold thru leading jobbers. Write at once for descriptive folder of sprinklers and permanent systems.

Thompson Manufacturing Company
East Eighth and Santa Fe Avenue
LOS ANGELES



American Seal Cements

ASBESTOS FURNACE CEMENT will withstand more heat than iron, bakes as hard as the casting itself, and will not crack, shrink, crumble or fall out.

ELASTIC OIL ROOF CEMENT is a superior article in colors for bedding slate and tile roofs and repairing leaks in tin, metal, gravel and composition roofs. Especially adapted for pointing up around skylights and fire walls.

CARBON CEMENT, the peer of all lightweight cements, is made up of long asbestos fibre, and elastic, adhesive waterproof gums. The ideal cement for making an old roof new, using the old roof as a foundation.

T-CO is a waterproofing cement in colors, especially recommended for use on side walls exposed to heavy driving rains, preventing the water from permeating these walls.

Manufactured by

The Wm. Connors Paint Mfg. Co.
1852 TROY, N. Y. 1917

A. M. Holter Hard- ware Company

Established 1867

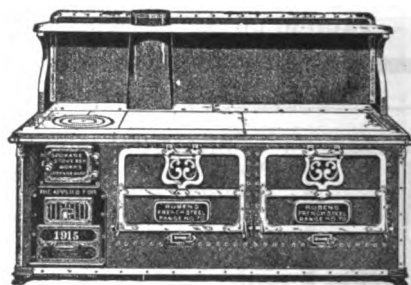
HELENA, MONTANA

WHOLESALE

Hardware, Sporting Goods

**Ammunition
Blacksmiths' Supplies
Pipe
and Fittings**

Mill and Mine Supplies



Spokane Stove & Furnace Repair Works, Inc.

Manufacturers and Jobbers of
Eubens and Empire French Wrought
Steel Portable Ranges for Hotels
and Restaurants

Send us all your orders for Fire-
backs, Grates, Centers, Covers,
Waterfronts, Dampers, Knobs, Stove
Putty and Stove Polish.

Complete Line Always in Stock
Jobbers and wholesalers of repairs.
We make prompt shipments.

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PREPARE FOR THE
HOLIDAY SEASON

By Ordering Your
**Boys' Wagons
Velocipedes
Hand Cars
Coaster Wagons, Sleds
Etc., Etc.**

HONEYMAN HARDWARE CO.

Ninth and Hoyt Streets PORTLAND, OREGON



DU PONT

**Sells at
Sight**

Dupont, Ballistite or Schultze Powders are known **EVERYWHERE**,—they sell at sight. Shooters know Du Pont Powders are right. The name Dupont, Ballistite or Schultze

On the Top Shot Wad

or on the box label is a guarantee of powder superiority.

Du Pont Sporting Powders are widely advertised, sell quickly and always satisfy the most critical customer.

Specify Dupont, Ballistite or Schultze Smokeless, and Du Pont Black Sporting,—the powders which sell at sight.

E. I. du Pont de Nemours & Co.

Powder Makers Since 1802

WILMINGTON . . . DELAWARE



“QUICK MEAL”

All Blue Porcelain Enameled and Black Porcelain Enameled Ranges are “Rust Proof,” “Sanitary” and Easy to Keep Clean, being Enameled Inside and Outside.

Not affected by the Hottest of Fires.

Write for Catalogue and
Agency

Ringgen Stove Company Division of American Stove Company

C. H. SCHIECK, Pacific Coast Agent

715 Indiana Street, near 19th

SAN FRANCISCO, CALIFORNIA

Auto-Wheel CONVERTIBLE Roadster



Patented
Nov. 7, 1916

You'll make many youngsters happy if you handle the Auto-Wheel Convertible Roadster. What's more, you'll be happy too for who isn't happy when selling is brisk and profits good.

The Auto-Wheel Convertible is two wagons in one — a Roadster and a Coaster. Every boy wants one immediately he knows of it and our advertising in the country's leading magazines is telling millions of boys about this Auto-Wheel.

Take advantage of our advertising. Get the full facts about this wonderful wagon.

Write for catalog.

BUFFALO SLED COMPANY

Dept. A

NORTH TONAWANDA, N. Y.

Factories:

N. Tonawanda, N. Y.
and Preston, Ont.

New York Office:
108 Chambers St.

Pacific Coast Representatives:

Pacific Sales Co.

San Francisco

D. L. Herman

214 Maritime Bldg.,

Seattle



TRINER UNIVERSAL HANGING SCALE

Furnished with a heavy galvanized iron scoop 20 inches long, 12 inches wide, 6 inches deep. Will hold a peck of potatoes or apples. No. 201-G has a white dial protected by glass and nickel rim. No. 201-G.E. furnished with an enameled dial. Four scales packed in a wooden case. Weight boxed for four, 32 lbs.



Write us for descriptive matter. Order through your jobber



TRINER SCALE & MFG. CO.

2714 W. 31st Street, Chicago, Ill.

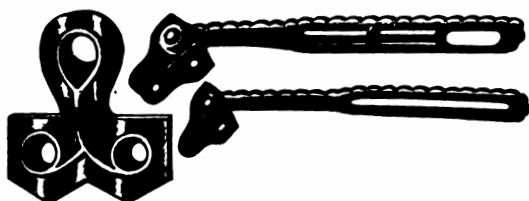
Wm. F. Korn & Co.

Pacific Coast Representatives

Rialto Bldg., San Francisco, Cal.

LOS ANGELES, CAL. PORTLAND, OREGON

Great Assortment of Ears, Knobs and Handles



Leading Supply House in America for this class of Goods. Ask for Samples, Catalog and Prices.

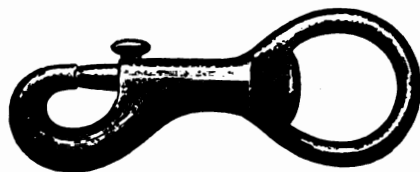
BERGER BROS. CO., Mfrs.

Office—229-231 Arch Street

Store—237 Arch Street

Warerooms & Factory—100-114 Broad St.
PHILADELPHIA

S N A P S FOR THE HARDWARE MAN FROM THE BEST LINE MANUFACTURED



NO. 50 SWIVEL SNAPS

In All Regular Sizes from $\frac{3}{8}$ to $1\frac{1}{2}$ Inches



TROJAN OPEN EYE SNAP

Nos. 520 Bit, 521 Chain, 522 Trace

Sold by All Jobbers

COVERT MFG. CO.
TROY, N. Y.

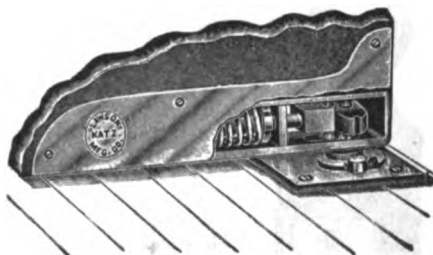
Surface Floor Spring Hinge



Are slow acting with a positive holdback feature when opened to 90°; will INSURE AGAINST ACCIDENTAL release of door. INVISIBLE TOP PIVOT AND SOCKET (patent applied for). MADE OF WROUGHT METAL. NO MORTISING REQUIRED. SAVES TIME AND MONEY—COST NO MORE. Write for catalog and prices.

LAWSON MFG. CO.

Corner Superior and Franklin Streets, Chicago, Illinois



DOMES OF SILENCE

Glide softly, smoothly, silently over any kind of flooring. Save rugs, carpets, floors and furniture. Sizes to fit any kind of furniture.

Sizes for Chairs $\frac{3}{4}$ " to $1\frac{1}{4}$ "



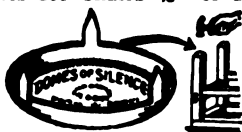
Metallic Bed Slides

Sizes: $\frac{3}{4}$, $\frac{1}{2}$, 1, 1 $\frac{1}{2}$, 2, 3 in.

When ordering measure size of bed post.

If round, measure across inside.

If square, measure across inside corners.



HENRY W. PEABODY & CO.

Domes of Silence Division
17 State Street New York

Wood Bed Slide

These wood bed slides made to fit $\frac{3}{4}$ -in. Universal socket. Also specially adapted for heavy arm chairs, etc.

Fits any wood bed. Pull out the wheel caster; insert this slide.



"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work



Specially Adapted for Hardwood Working

The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface.

It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-ribbon moulding and mortising, etc.

Manufactured by THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.

Inquire of your Hardware Dealers or write us direct.

Supplied in Sets.

Write for Catalogue.

PERFECTION DETACHABLE SCREEN DOOR HINGES

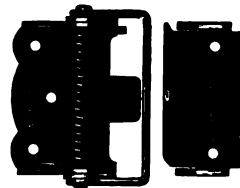
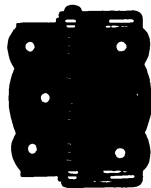
These hinges are easily attached and detached with our new patented locking device. The door can be taken down and replaced in less than half a minute.

Eliminates the annual trouble of "hanging the screens."
Solid When Locked

For sale by all leading jobbers. Write for prices.

THE HARDWARE SPECIALTIES CO.

Wabash, Ind.



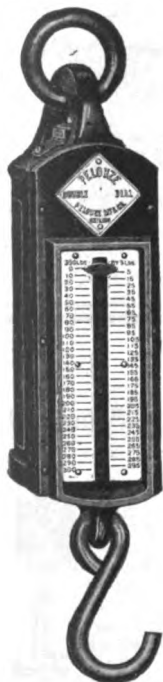
WAGNER Trolley Overhead Carrier

FOR GARAGES, SHOPS AND FACTORIES.—A simple, practical, efficient hoisting and carrying device for handling heavy objects. Will pay for itself many times over in any garage, shop, factory or store where heavy objects must be handled. With this outfit one man can handle any object weighing up to 700 lbs. Two or three men can move a ton. Outfit consists of the Wagner Self-Cleaning Track, roller-bearing tandem carrier and centre pull triple sheave hoist. Write for prices. Also ask for the Wagner 96 page catalog of Barn Door Hangers, Trolley Tracks, Studding Sockets, Hardware Specialties, Sleds and Non-Tipping Coaster Wagons.

WAGNER MFG. CO., DEPT. C, CEDAR FALLS, IOWA



Pelouze DOUBLE DIAL Ice Scales



The new Pelouze "Double Dial" Ice Scales, as the name implies, have double dials which admit of a greater distance between graduations and the dials are therefore more easily read than on any other scales.

They are made of malleable iron throughout. Absolutely unbreakable.

They can be quickly adjusted, if necessary, by removing the steel cap on top and turning the screw slightly—thus insuring a permanent scale.

Made to comply with the requirements of the Departments of Weights and Measures.

Made in five sizes.
Write for discounts.
Scales of all kinds.

Pelouze Manufacturing Co.
CHICAGO

EWING-LEWIS CO.
Representatives
San Francisco Los Angeles

ONE WAY TO GET NEW CUSTOMERS

is to make your store a "Sharpening Depot" for safety razor blades and all kinds of household knives and cutlery.

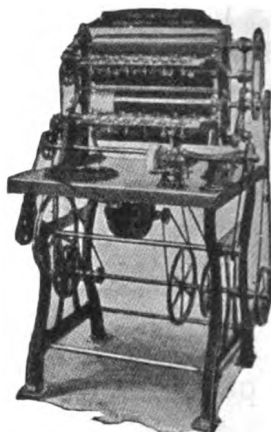
It might surprise you to know the profits that some Hardware merchants are "cleaning up" with our machines, which are thoroughly modern and practical. The

HATFIELD Complete Sharpening Machine

does first-class work and soon pays for itself. It sharpens all the different makes of safety razor blades and will do 12 blades at **one time** in 5 minutes. Men who bring blades to your store to be sharpened are likely to see and purchase other goods that they need.

In many stores "The Hatfield Plan" has been the means of getting many new customers. Send for details.

HYFIELD MFG. COMPANY
21 Walker Street, New York City



The Ontario Knife Company, Franklerville, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once



**BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE**

KNIVES

**KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE**

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles.



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

YOUR CUSTOMERS WANT THE BOOMER

IF YOU ONLY SHOW IT TO THEM

BOOMER CANNON

Adapted for every use. Is the strongest and most durable Cannon Stove made. Constructed so that a sheet iron drum may be attached, and thus increase the heating capacity.

Made in six sizes,—	1	2	3	4	5	6
Diameter of Fire Pots	13½"	16"	18"	20"	22"	24½"
Weights,	182	240	300	385	525	575

OUR LOW PRICES WILL SURPRISE YOU—Write for them.

THE HESS-SNYDER CO., Manufacturers - - MASSILLON, OHIO

Trade mark "Boomer" Registered—No. 58228



F. Dieckmann

Look for This Name

The Trade-Mark of the Better Line of Conductor Elbows and Shoes—Only new material used. Made in all angles from 10 to 90 degrees of 29, 28, 26 and 24 Ga. material. Gauge is stamped in each elbow.

Are made of one piece of metal; have no seams.

All shoes have reinforced bands.

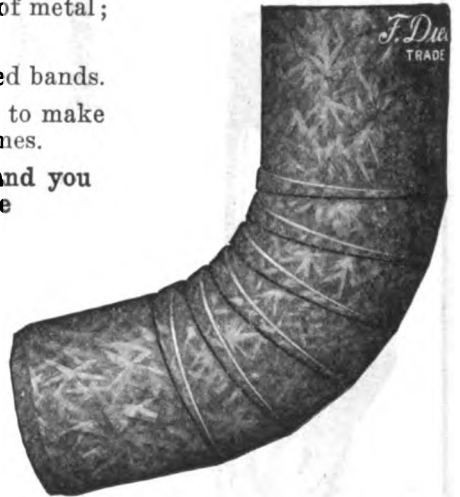
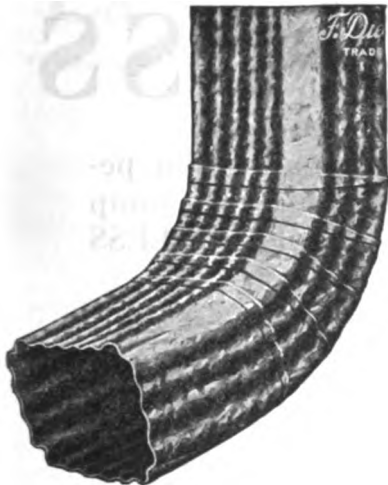
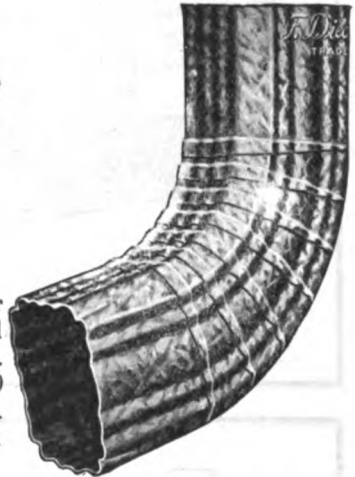
Our facilities enable us to make quick shipments at all times.

Insist on Dieckmann's and your troubles will cease

The Ferdinand Dieckmann Co.

P. O. Station B
CINCINNATI, OHIO

Western Representative
GRIFFITH SALES CO.
314 Sheldon Building
SAN FRANCISCO



BURNT IVORY BRAND Second Growth Hickory Handles

Special attention given orders for hand made Axe, Pick, Sledge and Hammer Handles.



IVORY HANDLE COMPANY,
Hope, Arkansas

White Mountain Refrigerators



"The Chest With the Chill in It"

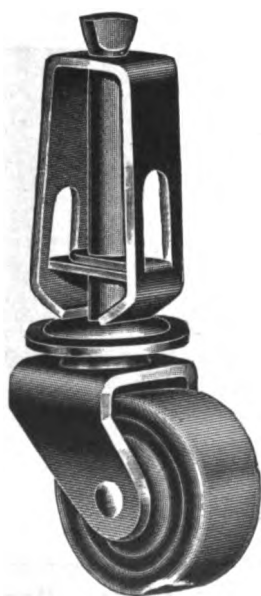
As the original inventors of the "MAINE DUPLEX ICE GRATE" and hence Pioneers in modern refrigeration, the Maine Manufacturing Company occupies a unique place. It has been in a position to produce and for several decades has produced the best refrigerators and ice chests to be found anywhere at any price.

The "WHITE MOUNTAIN" enables you to offer your customers the result of over forty years of untiring efforts in producing the most sanitary, most economical, most durable and the most artistic refrigerator that combined skill and science can build.

To know the "WHITE MOUNTAIN" you need our 1918 Catalogues and booklets.



Maine Manufacturing Company - Nashua, N. H., U. S. A.



Full Size L-55

For 1" and 1-16" O. D. Tubing

"Move the Faultless Way"

Faultless

Do you handle casters? No matter how peculiar or difficult your situation, do not jump at the conclusion that the FAULTLESS CASTER is not for you. Ask us.

Frankly, it may take you a little time to become thoroughly acquainted with the virtues of FAULTLESS CASTERS. Its possibilities are so large. Why not start now? We can put a host of interesting facts before you.

Send for Catalog "G"

FAULTLESS CASTER COMPANY
EVANSVILLE, INDIANA

FURNISH THE HOUSE WITH FRESH AIR—

Some people want stoves, some want tables, chairs, etc.—but everybody wants fresh air.

Continental

Sanitary Window Ventilators

let the fresh, pure air into the house and keep out direct drafts, rain, dust and snow. They are made in different heights and the width is adjustable to fit any ordinary window opening.

Everybody that has a house, office, factory or any kind of building is a prospect.

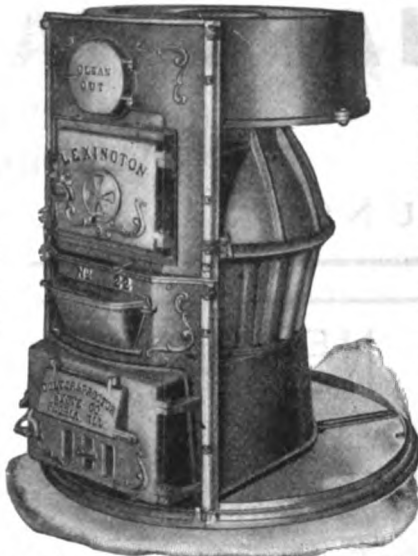
Retail at from 35c to 65c

Write for our Catalogue of Continental Window Ventilators, Continental Screen Doors and Window Screens.

THE CONTINENTAL CO.
DETROIT, MICH.

Everyone ^{Installing Warm Air FURNACES} Should Know About the Practical and Exclusive Features Embodied in the LEXINGTON ALL-CAST WARM AIR FURNACE

FURNISHED WITH SINGLE REGISTER EQUIPMENT
IF DESIRED



DO YOU WANT TO KNOW ABOUT THE LEXINGTON?
WRITE FOR OUR DESCRIPTIVE CATALOG

We do not make extravagant claims. As a consequence the Lexington proves a pleasant surprise rather than a disappointment. Lexington dealers are enthusiastic. Lexington users are Boosters.

CULTER & PROCTOR STOVE CO.
Peoria Established 1863 Kalamazoo

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware

El-an-Ge Enameled Ware

and

Pearl-Agate

Turquoise Enameled Ware

New York

Chicago

Boston

San Francisco

JENSEN-KING-BYRD CO.

Spokane, Washington

HARDWARE JOBBERS

UNIVERSAL RANGES

CONGRESS AUTO TIRES

GUNS, AMMUNITION, FISHING TACKLE

NEW HAVEN JUNIOR TATTOO

With Radium Dial and Hands

The Popular One-day Intermittent
Alarm Clock

The Radium Dial for night use and the Intermittent Alarm features make a combination of usefulness which will appeal to anyone requiring an alarm clock. The radium material used on the dial and the hands is of the highest quality, and guaranteed to last several years.



The clock is only 3¼ inches high and has a 2-inch dial. Alarms intermittently in 20-second intervals for five minutes.

The daintiest and most useful clock on the market. Just right to "slip in the grip."

MORGAN & ALLEN CO.
150 Post Street
San Francisco, California

The

Schaw-Batcher Co.

SACRAMENTO, CAL.



WHOLESALE

HARDWARE

Pipe and Fittings

Canton Steel

Ammunition

Sporting Goods

Blacksmith

Sargent & Co.

Builders' Hardware

Mill and Mining

Supplies

Supplies



EASY TO GET RID OF THE POCKET
GOPHER WITH THE

O. K. GOPHER TRAP

SURE TO CATCH & SURE TO HOLD

Manufactured by

The Abingdon Trap Co.
ABINGDON, ILLINOIS, U. S. A.

FOR SALE BY LEADING JOBBERS
THROUGHOUT THE WEST

THE TRAP THAT TAKES THE GO OUT OF GOPHER



TOOLS



A few mechanics' tools along with other hardware from a local jobber keeps the **INVESTMENT** down and **SALES** possibilities up.



Strevell - Paterson Hardware Co.
SALT LAKE CITY, UTAH

Wholesale Only

H-W-1

Wedgewood RANGES

Classic and Capital

MADE FROM



Resists Rust



Agents have an ever increasing trade that Quality made.

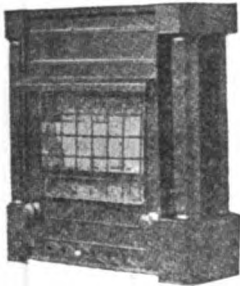
Join the Ranks—

First Step, Send for Catalog 36

Jas. Graham Manufacturing Co.

Largest Stove Makers in the West

San Francisco and Newark, California



Say Mr. Dealer

Did you know we manufacture Gas Heaters and Grates?

Why buy in the East, we can give you better service, a better heater and the profit will suit you.

We sure would like to have you ask us about our goods.

Minier Gas Heater Company

1022 Mission St.
So. Pasadena, Cal.

WHY NOT SEEDS

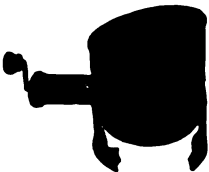
You handle a full line of Garden Tools and accessories.

Why not the "Makins" Garden Seeds?

We furnish them in packets, including a neat display case in which they sell themselves; also in bulk—and don't forget Onion Sets and Grass Seed.

Write us regarding this profitable line, for terms and prices.

Aggeler & Musser Seed Company
LOS ANGELES, CALIFORNIA



GENUINE HUNTER'S SIFTER

The Standard for a
Quarter-Century

Order from your jobber.

Sectional View
Showing Construction

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swaged to body. No soldered joints to come loose. Easy to remove all parts for cleaning.

THE FRED J. MEYERS MFG. CO.
Bender Street Hamilton, Ohio



THE PACKHAM Stove Pipe Crimper and Beader

MADE BY

THE PACKHAM CRIMPER CO.

MECHANICSBURG, OHIO

If Your Jobber Does Not
Carry It, Write Us

Sedgwick Hand-Power Dumbwaiters and Elevators

Manufactured by Specialists and Guaranteed
Send for Catalog and Discounts

SEDGWICK MACHINE WORKS

136 LIBERTY STREET

NEW YORK

Household Goods and Kitchen Utensils

New Complete Stock

Glacier Refrigerators
One Piece, Porcelain Lined

Furniture City
Refrigerators. White Enamel Lined

White Mountain
Ice Cream Freezers

Gas Hot Plates
and Shelves

Bath Room Fittings
Paint and Varnish
Brushes

Household Brushes
All Kinds

Viko Aluminum Ware

Wagner Cast Iron Ware

Tin Ware

Japaned Ware

Hamlin and Russell
Wire Goods

Universal Electric
Percolators, Flat Irons
and Cooking Utensils

American Clothes
Wringers

Washing Machines

Hand Power
Vacuum Cleaners

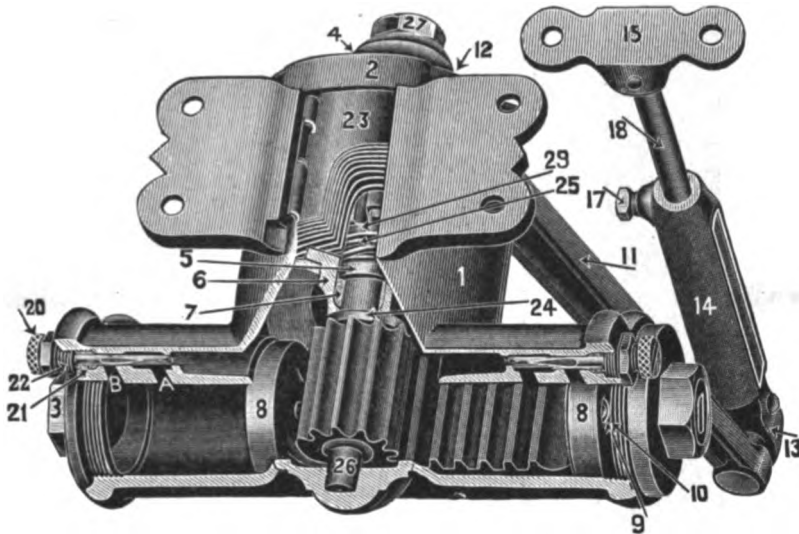
Royal Steel
Enamel Ware

Wooden Ware, Chair
Seats. One of Our Specials

The Princess Electric
Iron. Full nickel finish. Guaranteed for 5 years. The price is low

*Write for Descriptive Matter on Anything in the House Furnishing Line.
(Our Prices Will Interest You.)*

BAKER & HAMILTON SAN FRANCISCO
CALIFORNIA



Here are a few of the claims made by the Norton Door Check manufacturers:—

“We claim only one-third the strain comes on doors and hinges as compared with other Checks.

“We claim the action of our Check prevents a door from getting under headway, so in opening or closing will never slam or do damage.

“We claim the greatest checking power of any make of door check.

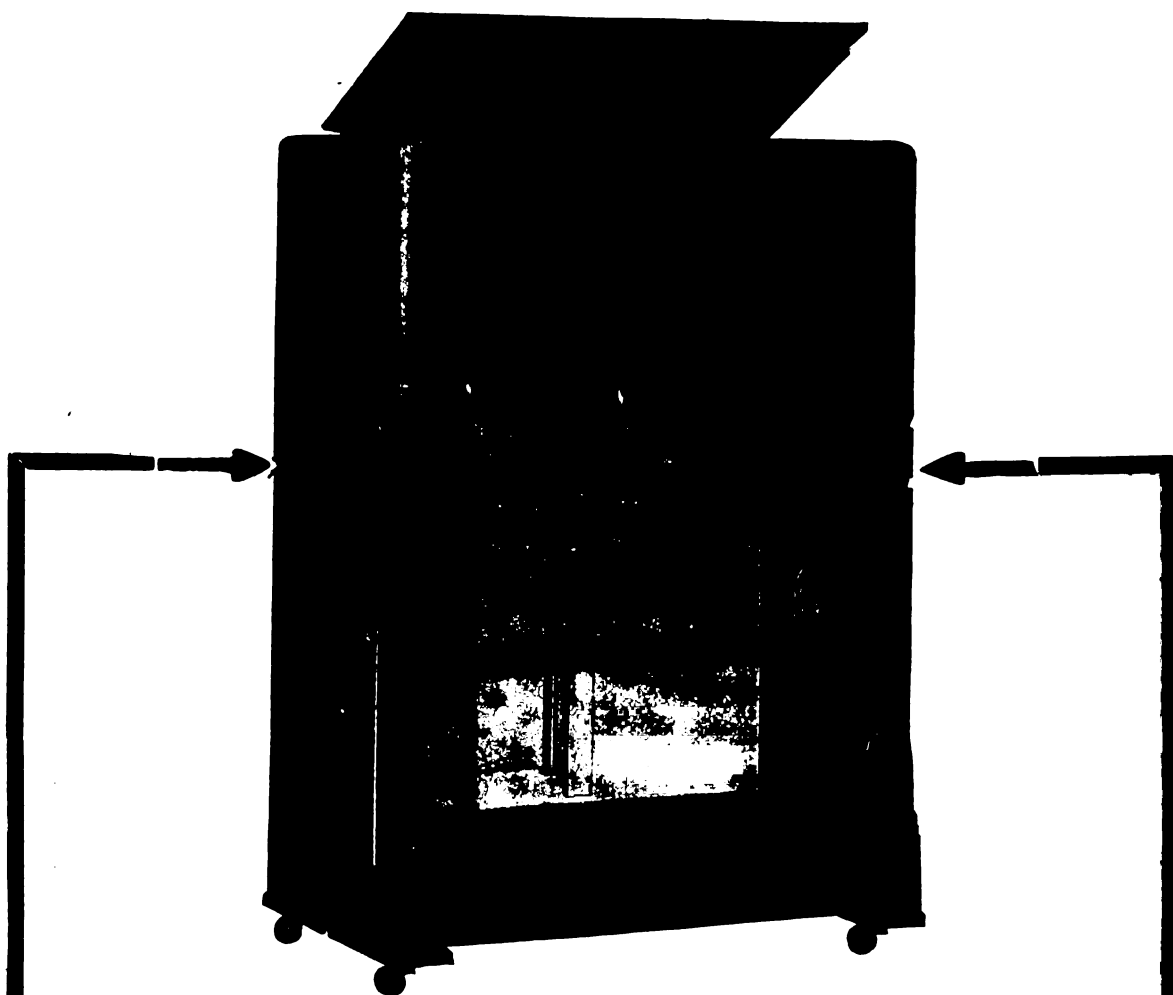
“We claim a reservoir for extra liquid in case of evaporation.

“We claim a Holder Arm to hold a door open at any point (automatic), just a push or pull to operate it. A key type regulating screw may be used when so ordered.”

The Tritch Hardware Co.

Distributors for Rocky Mountain States

Denver



THE MONARCH

(Trade Mark Reg. U. S. Pat. Office)

REFRIGERATORS

Made in Zinc, White Enamel Porcelain and Seamless Porcelain Lined. Handsome Strongly-made, Up-to-date Refrigerators at prices which net you a good profit.

Ash and Oak Cases. Strong, removable Air Flues. Removable Waste Pipe and Trap. Retinned Wire Shelves, bright as silver. Strong Hardware in Roman gold and nickel plate. Good Casters.

An old established line—on the market 25 years. Has always been a good seller in large and small stores, because it looks right and is reliable—there are no come-backs.

"It's the Frigid 'Frigerator"—the "Box that's on the Boom."

Large Stock Carried in Los Angeles

UNION HARDWARE & METAL CO.

Distributors for California, Arizona and Nevada. **LOS ANGELES, CALIFORNIA**

Whiton Hardware Co.

Jobbers Peerless Fence



This is a Real Fence of Quality

Prices Quoted Upon Application.

No. 03726, 26-inch; stays 6 inches apart

No. 3726, 26-inch; stays 12 inches apart

No. 03832, 32-inch; stays 6 inches apart

No. 3832, 32-inch; stays 12 inches apart

No. 03939, 39-inch; stays 6 inches apart

No. 3939, 39-inch; stays 12 inches apart

No. 01047-13, 47-in.; stays 6 inches apart

No. 1047-13, 47-in.; stays 12 inches apart

PEERLESS POULTRY FENCE

No. 142514-Bar, 25-inch; stays 8 inches apart

No. 153615-Bar, 36-inch; stays 8 inches apart

No. 184820-Bar, 48-inch; stays 8 inches apart

No. 206020-Bar, 60-inch; stays 8 inches apart

BUY A FENCE WHICH HAS

QUALITY and Gives Service
SEATTLE

HOLIDAY GOODS

HAVE YOU A COMPLETE STOCK OF
THE FOLLOWING ITEMS

Tool Cabinets Bath Srpays
Shaving Mirrors Vibrators
Christmas Tree Lighting Outfits
Casseroles Percolators
Electrically Heated Cooking Utensils

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Foot Balls Base Balls Tennis Goods
Toy Automobiles and Wagons
Bicycles Skates Air Rifles

And Numerous Other Popular CHRISTMAS ITEMS as Listed in Our
Xmas Booklet of which You Will Receive a Copy

ORDER NOW

FROM

PACIFIC HARDWARE & STEEL CO.
San Francisco, California

Armstrong's Linoleum

Circle A Trade Mark

Reg. U.S. Pat. Off.

For Every Room



in the House

Easily Sold at a Sure Profit

Profit or loss in any business in the last analysis is a matter of careful buying and aggressive selling. Selling broken lines or stale goods at cost or less is not good business. Hardware merchants handle hundreds of items. It requires eternal vigilance to keep all of these moving profitably. More and more, the successful hardware dealer is learning to cull out the time-wasters and money-losers, and to concentrate on the really assured-profit lines, such as

Armstrong's (A) Linoleum

Armstrong's Linoleum is clean, sound merchandise which returns a legitimate profit on every sale. Once linoleum is sold, it stays put. There are no parts to break, no costly repair trips. Every piece of linoleum, even to the last remnant, is clean, bright and merchantable. It is as staple as shelf hardware.

Armstrong's Linoleum is easily sold at a profit because it is the natural running mate of the kitchen, bathroom, and other household necessities the housewife buys in hardware stores.

The Armstrong selling helps, supplied free to any hardware dealer on request, include sales-stimulating window and inside displays, show cards, hangers, pennants, street car cards, etc. Ask about these effective selling aids.

Mail the Coupon.

Armstrong Cork Company

Linoleum Dept. Lancaster, Pa.

George B. Swayne
Selling Agent

212 Fifth Avenue
New York

Heyworth Building
Chicago

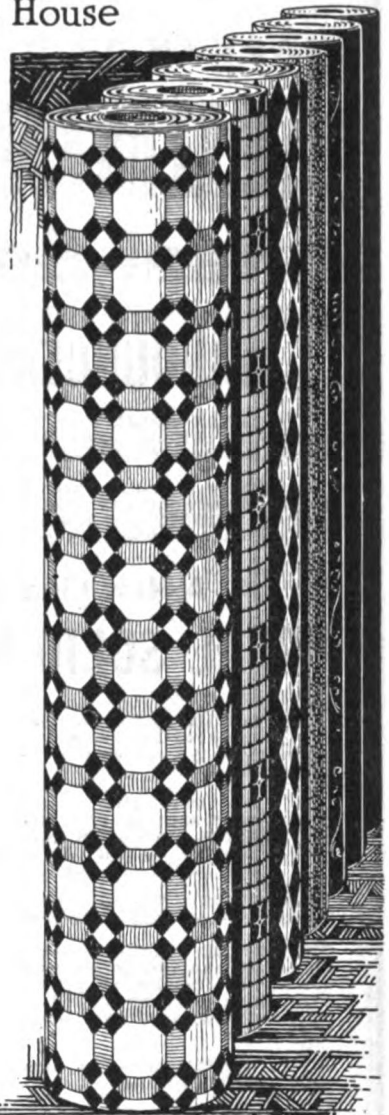
Armstrong Cork Company,
Linoleum Dept., No. 225,
Lancaster, Pa.

Please send prices and samples of Armstrong's Linoleum; also complete information about the free window displays, lantern slides, newspaper cuts, etc.

Name

Street

City..... State.....





MADE IN OHIO, U. S. A.

ALUMINUM "Real Solid"

ANNOUNCEMENT

The "REAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

A New Line of "REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidity and Durability.

We have eliminated unnecessary expense of CAST ALUMINUM HANDLES, etc., and are putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS—Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market.

Write Today and get our New 1915 Catalog just off the Press.

The Buckeye Aluminum Company
WOOSTER, OHIO

VARIETY

is our strongest advertising point, because variety is the Jobbers' big talking feature, and the immense line of "UNIVERSAL" casters, are the most varied and comprehensive on the market.



PATENTED MARCH 15, 1900.

The "UNIVERSAL" Ball Bearing Oblong Plate caster, has for years been the Hardware Jobbers' leader in his caster sales. Constructed throughout of high grade steel, with strong steel axles, and equipped with large size ball bearings, enabling the caster to revolve smoothly and easily. Made in six distinct sizes, wheels ranging from 1 1-16" to 1 7-8" in diameter, and packed in neat, durable boxes, properly labeled, containing six sets each.



"A product without a peer!" The "UNIVERSAL" Ball Bearing Grip Neck caster for the past twenty years has been recognized the standard grip neck caster on the market. Constant improvement in its construction, has without a doubt made this the most complete and highly perfected ball bearing grip-neck caster. Also made in the "UNIVERSAL" Non Ball Bearing and "UNIVERSAL" Plain Horn patterns, in various finishes, with 22 different kinds of wheels, and

can be furnished in 7 distinct sizes. Samples and prices H. W., upon application.

UNIVERSAL CASTER & FOUNDRY CO.
GENERAL OFFICES AND FACTORIES
574-600 Ferry Street, Newark, N. J., U. S. A.

Pacific Coast Representative
MR. EUGENE C. SAUL
Monadnock Bldg., San Francisco, Cal.

“BABY” Hammerless Revolver



These are the days to sell the

“BABY” Hammerless Revolver

Designed for vest pocket and handbag where a larger revolver is not practical.

Every family needs one or more.

Four inches long. Weight six ounces.

Shoots 22 caliber short, rim fire cartridges. Six shot. Positive fire.

Equipped with folding trigger, interchangeable parts and one-piece main and trigger spring.

Fully Guaranteed.

Write for Full Information

R. F. SEDGLEY, 2311-13 N. 16th Street, Philadelphia, Pa.
MANUFACTURER

ORONA and O. M. C. ALUMISHINE



Make Satisfied Users of Aluminum Cooking Utensils

ORONA for removing all discolorations and O. M. C. ALUMISHINE for polishing burnished surfaces.

One large manufacturer of aluminum states that neither ORONA nor ALUMISHINE need be purchased expressly for cleaning and polishing aluminum. They are excellent for all other metals, also enameled ware, tiling, furniture, porcelain, glass, etc.

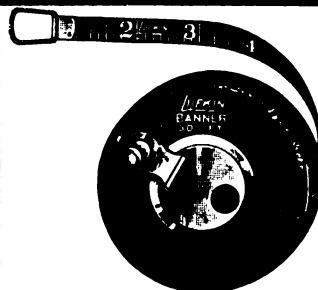
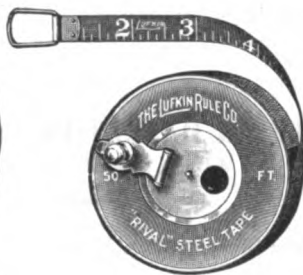
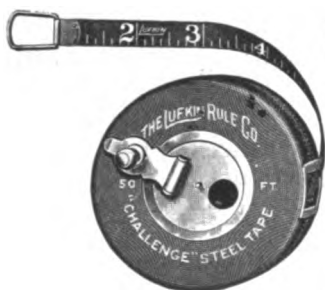
“Truly they are marvelous compounds for all cleaning purposes.”

For enameled, china and porcelain bath fixtures, they are recommended by United States Sanitary Mfg. Co. and other manufacturers of high grade ware. Also by the Davis Milk Machinery Co. of North Chicago, Ill.



Orona Manufacturing Company, 224-226 Milk St., Boston, Mass.

**AN
UNEQUALED
ASSORTMENT
FOR
HARDWARE
STOCK**



In every race there's a “CHALLENGE”

and a “RIVAL”

and a “BANNER”

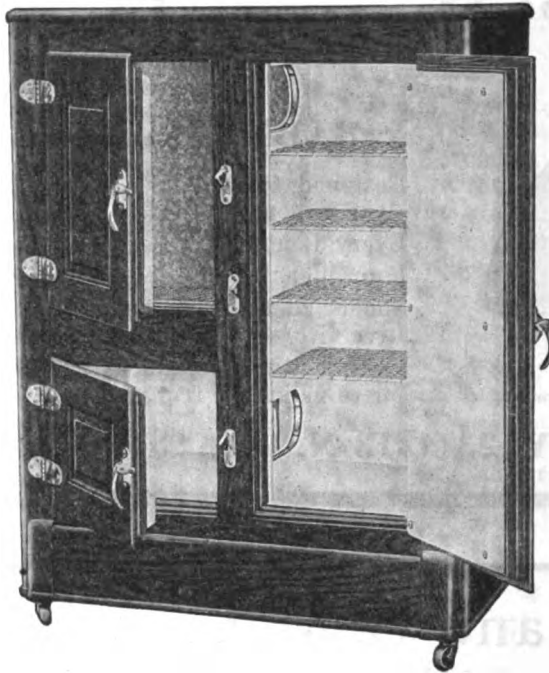
LUFKIN

AND WITH THESE LINES ON HAND YOU CAN LAND EVERY PROSPECT
TAPES, BOXWOOD and SPRING JOINT RULES

Stand on Records of
PERFORMANCE as well as
a GUARANTEE
Stocked by Your Jobber

THE LUFKIN RULE CO.

SAGINAW, MICHIGAN
106 Lafayette St., N. Y.
Send for Catalogue



Glacier Refrigerators

One Piece—Porcelain Lined

Are growing in popularity rapidly as shown by our constantly increasing sales.

They have rounded corners—even the **front** inside corners are rounded—a feature women are insisting on.

They are made in standard sizes. No slow sellers among them.

This insures the dealer a sure, quick turnover.

It pays to sell the best and concentrate effort.

We also make a standardized line of White Enamel and Galvanized Lined Refrigerators.

You ought to have our 1918 catalog.

Gladly sent on application.

BAKER & HAMILTON, San Francisco, Cal.
WHOLESALE DISTRIBUTORS

Permanent Exhibit, Keeler Building, Grand Rapids

Northern Refrigerator Company
Grand Rapids, Michigan



St. Louis, San Francisco, Spokane, Seattle, Portland, Salt Lake, Los Angeles, Chicago, New York

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INDEX OF CONTENTS

	Page
A Christmas Talk to Business Men.....	69
"Cashing In" On the Christmas Turkey.....	70
Your Best Business Partner for 1918.....	72
Loyalty in Business.....	73
How the Small Merchant Can Adjust His Business to the War.....	74
Wives Taught Art of Selling.....	76
United States Supreme Court Legalizes a Unique Business Plan.....	78
Business Should Not Tamely Submit to Infamous Calumny.....	80
Labor-Saving Devices All-Important Now.....	83
Three Live Questions Answered.....	90
Things I have Noticed in a Retail Store.....	94
Pistols and Preparedness.....	95
The Dread of Darkness.....	114
New Goods and Specialties.....	125-130
Business Opportunities	131
Plumbing and Heating Department.....	132
Putting the Bath-Tub on the Map.....	132
If You Have any Outlawed Debts Owing You, Read This.....	136
Questions and Answers.....	138
Goods Needed in Australia and New Zealand.....	142
RETAIL SELLING PRICES.....	145-157
AUTOMOBILE ACCESSORY DEPARTMENT.....	104-128

Advertising that costs nothing is worth it.

New family in town—What are you going to do.

Where there's a will there's a way to break it.

Lots of folks forget to take out a manifest for their destiny.

A tax on talk would put most of our national burdens on Congress.

Both prophets and profits are without honor in every country just now.

SAME OLD POLITICAL TRICK

Whenever a politician wants to curry favor, or to magnify his own apparent achievements in the eyes of voters, he generally chooses to make some statement about the "corporations" and "big interests," and finds Wall Street a fertile field in which to conjure. The bad part of it is that nine people out of ten accept his statements as more than half truth, without any attempt being made to verify them.

The great mass of the American people are not a thinking people. One would think Missouri had more than her share of such politicians, for her two United States Senators have given her an unenviable position, and one that her reputable citizens very much deplore.

It has remained for another one of her statesmen to apparently resort to this sort of a game. Just before the closing of the last Liberty Loan, Champ Clark, we are sorry to say, made a statement that "Wall Street" was responsible for the apparent failure of the Liberty Loan, that "Wall Street" and the "big banking interests and corporations" were trying to force the government to pay a higher rate of interest on bonds.

"Wall Street," however, has earnest and patriotic business men, whose love for their country is every bit as great as those of any politicians, and they immediately called the bluff and asked Champ Clark to "produce the goods." Naturally he backed down and retracted, for New York not only subscribed for more than one-third of the Liberty Loan of the country, over a billion and a half dollars, but her per cent of over subscription was larger than any other district. It is such political talk as the average politician resorts to that far too many of our people accept without any investigation whatever.

GET THE "GOOD MORNING" HABIT

Let every man or woman behind the counter get the "good morning" habit. Makes no difference who the customer is. All the better if it's a boy or a girl you greet. All the better, too, if you say it, even if you're not waiting

on the customer thus greeted. People like to be noticed; there's no getting away from it. When you go into a store to buy a necktie and two or three of the fellows sing out "Good morning," or "Good afternoon," you feel just a little more comfortable—just a little more at ease on account of this simple salutation. Yes, and the probability is that you'd swing in there again when you want something else. Now, "figure" your customers, Mr. Boss, Mr. Salesman—just the same way!

SOUL TO THE DEVIL

Mr. Otto H. Kahn, a German born American and well-known New York banker and philanthropist, has become a leader in the nation-wide movement of loyal citizens of German birth and ancestry to teach all persons of similar blood ties, that the Germany of today is not the Germany the refugees of eighty years ago, loved but fled from with regret. Mr. Kahn describes the change thus:

"From each of my visits to Germany for twenty-five years I came away more appalled by the sinister transmutation Prussianism had wrought amongst the people and by the portentous menace I recognized in it for the entire world.

"It had given to Germany unparalleled prosperity, beneficent and advanced social legislation and not a few other things of value, but it had taken in payment the soul of the race. It had made a 'devil's bargain.'"

HARD PLOWING

"It's hard to plow up ignorance and superstition."

So runs a bit of sound philosophy expressed in simple English. Ignorance and superstition grow in stony soil, and the plow has hard work in rooting them up. And more—it is hard to induce proper crops to grow after they are removed.

Often the uprooting of rocks leaves behind sterile soil. Something may be done with it if the right sort of fertilizer be applied in proper quantities, but it is never so good as the mental seed-bed in which the rocks of wrong thinking never had places.

Does it not seem sometimes as if the obstructions in the way of the plow would never be removed?

When we read of the brutality of modern warfare, when we hear of men deliberately and for gain over-working children, truly the heart of man seems equally hard and rocky.

The plow moves, but it moves so slowly.

The rocks dull the edge of the plowshare of progress.

Blessed are the pacifists: for they shall be turned over to the police, and a cell shall be provided for them.

A Christmas Talk to Business Men

(By J. E. McCloskey.)

AS the Christmas season hovers over a war-torn world would it be amiss for you and I to contemplate with more than usual seriousness what Christmas means. Is not the true Christmas spirit, after all, the spirit of unselfed service to mankind, even the spirit of Him who said that He came not to be ministered unto but to minister.

While the world is being rocked to and fro between the conflicting forces of good and evil, and is being shaken to its very depths by the mighty struggle for the supremacy of Principle, even in the midst of seeming destruction, devastation and death, a new world is in the making, and it is being raised up on that sure foundation of true service which forgets self in order to bless mankind.

Readjustment of Values in Human Affairs.

Out of the great battle of Armageddon that is being waged men and nations are learning lessons of selflessness, sacrifice and service which in centuries past have been classed as idealisms only, and this awakened sense of serving rather than being served, of giving rather than getting, of ministering rather than being ministered to, is truly bringing about a complete readjustment of values in human affairs—in business, in religion, in politics, in every walk of life, among men, and among nations.

What is it that moves a great nation to forget material luxury, prosperity and ease, and lay its all at the feet of justice and humanity that the world may be made safe for democracy? What is it that prompts the individual man to give up home and family and business and all, and go forward to take his place in the front rank of the battle line, ready to lay down, if need be, his human sense of life for the sake of right? What is it that stirs business men to sacrifice salary, commercial success, places of power and personal advantage in the business world in order to give their unstinted services to our government without thought of remuneration, what unseen force is it that enables the women of France—more than five hundred thousand of them—to step into the great munition factories and turn out four times the maximum production of men working for more wages?

Rousing Spirit of Service.

It is the awakening in human consciousness of that spirit of service that is willing to forget self to bless others—that spirit of selfishness that will ultimately establish the brotherhood of man on earth and overcome greed, avarice, deceit, tyranny, and all forms of commercial, ecclesiastical and political autocracy.

And it is indeed fitting at this particular time for us to realize that the inspired Christmas spirit of giving, of ministering, of serving, is today finding its highest expression that the world has ever known, through men, women and children from the mightiest to the humblest stations in life.

The spirit of true service cannot be monopolized, it belongs neither to classes nor masses, it is not a matter of material possession nor of intellectual attainment, but it is the heritage of every one who is willing to put self out of the way and say "humanity first."

During these momentous times, when the world is literally remaking itself, when the forces of Principle are powerfully working to the end that the seeming forces of evil may be destroyed off the face of the earth, and as we approach the birthday of Him whose life was a perfect exemplification of service, can you and I do less than measure up to the highest standard of true service to our brother man, to our country, to our world, and to our God?

DO IT NOW

If with pleasure you are viewing any work a man is doing,

If you like him or you love him tell him now;
Don't withhold your approbation till the parson makes oration

As he lies with snowy lilies o'er his brow;
For no matter how you shout it, he won't really care about it;

He won't know how many teardrops you have shed;

If you think some praise is due him, now's the time to slip it to him,

For he cannot read his tombstone when he's dead!

More than fame and more than money is the comment kind and sunny,

And the hearty, warm approval of a friend,
For it gives to life a savor, and it makes you stronger, braver,

And it gives you heart and spirit to the end.
If he earns your praise—bestow it; if you like him let him know it;

Let the words of true encouragement be said;

Do not wait till life is over and he's underneath the clover,

For he cannot read his tombstone when he's dead!

When a customer has even a small grievance, treat that grievance as if it were as serious a thing to you as to him.

Cashing In On the Christmas Turkey

Suggestions Every Merchant Can Adopt

AN up-to-date firm of hardware men in one of the thriving cities of the Northwest recently purchased a large number of cardboard turkeys, and had printed on the reverse side:

Your Christmas Turkey.

Have you ever considered the number of things necessary to make the Christmas turkey a success. In the beginning, according to the old recipe about catching a hare, you must first catch your turkey. If you live in a game country you do this by shooting. If so you need a gun. If you have the bird on hand you will lead him to the slaughter block, then you need an axe or a hatchet. When the housewife comes to preparing the bird for the table she needs a roasting pan, a basting spoon, sharp knives, and lots of baking dishes. And then when the royal bird is placed on the table you need a stout carving knife and fork, while your guests need cutlery of all kinds to enjoy the feast.

We have all of these at our store. Be prepared beforehand. Stock up on all the articles necessary to a full enjoyment of

Your Christmas Turkey.

Stout loops of twine were run through the card and boys were sent around to fasten one of these turkeys on every door knob in town. They proved most effective advertising for several reasons. In the first place, they were attractive and were kept in view by the children of the house for a week or more; and in the second, they were practical, and brought to the attention of the housewife the fact that she needed one or more of the articles mentioned in order to prepare the holiday dinner. It was a good idea, too, having them fastened to the knob, for they were not made the sport of the winds, as in the case of the ordinary circular, but must needs be untied by the householder, and in this way brought to his attention. If the cardboard turkey were deemed too elaborate a similar result could be gained by having printed an ordinary card, on which was a cut of a turkey.

Couple Your Advertising Up With Window Display.

Any hardware dealer who adopted such a method of publicity would of course want to supplement it with a catchy window display embodying the essence of the printed card. In order to do this most effectively, it would be well to have printed on a large card in the win-

dow the same wording as on the circular, thus recalling it to the mind of those who had seen the first advertisement, for as the little verse tells us: "The constant cooing lover carries off the blushing maid, and the constant advertiser is the one who gets the trade." This card should be displayed for at least a month before Christmas, and the window display changed each week.

A Good Texas Display.

No better exhibition of the first phase—shooting the turkey—could be imagined than that of the Topperwein Co., San Antonio, Texas. Big branches formed a canopy overhead, while the floor was covered with straw and dead leaves. Fastened to the rear wall, head down and wings extended, was a wild turkey, to which was tacked a card: "Turkey Season Opens December 1." By it stood a woman in hunting suit of khaki and cap, with brace of turkeys over her arm, and gun in hand. To the bottom of the skirt was attached a little card: "Ladies hunting suit complete, \$9.00." On a bale of straw sat a young fellow in flannel shirt and khaki suit, holding in one hand a turkey and in the other a rifle. Tags attached to his suit advised "Man's water-proof hunting suit, \$7.00; elkskin sneakers, \$6.00." Near him was a barrel against which leaned a Smith single trigger "Price, \$45.00."

A Pennsylvania Idea.

For the second phase—cooking the turkey—the dealer could not do better than emulate the example of the Kaufman & Baer Company, Pittsburgh, Pennsylvania, whose window showed a modern kitchen. The floor was covered with blue and white linoleum and the walls backed with sanitas cloth, while the furniture was all of white enamel. In the center was a table with white enamel top, and at this stood a young woman in morning dress of blue with elbow sleeves, and white apron and cap, preparing for the oven a large papier mache turkey, and using for this purpose a large aluminum baking dish. On the table was a mixing bowl of stuffing, chopper, several long handled spoons, and an array of kitchen knives—each article having a little tag with the price attached. Back of her.



towards the left, was a gas range, with aluminum baking dishes, stew pans and kettles; while on the wall were hung cutlery, serving trays, and cooking utensils of various sorts. A large card announced:

Government Urges Conservation of Fuel.

Use gas; burning raw coal is a waste, because valuable products are lost. Help your country at this time by using gas instead of coal.

Another display that would be sure to arouse interest among the housewives is that featuring glass baking dishes. Such a window was shown at Bambergers, Newark, N. J. It had a mirror background and was draped in shell pink chiffon. Pedestals of brass, with glass tops, held all sizes and shapes of glass baking dishes, from individual patties to big cooking dishes. At the top was a tall cut glass vase filled with pink chrysanthemums. Among the glass dishes was one holding a cabbage and beet salad, and card advised: "Prepared by our cooking expert during Monday's lecture." To interest the ladies in the new ware, cooking demonstrations were given every afternoon for a week, and it was shown how superior were the glass dishes to other kinds of ware, since nothing stuck to the sides, and they were so easily cleaned.

For the third and final phase—the carving of the royal bird—a decidedly catchy trim was recently set forth by E. G. Koenig's Sons, Newark, N. J. In the background was a large black and white crayon drawing of a negro running, with a turkey over his shoulder. This panel was framed in folded yellow cheesecloth, with rosettes of red and white paper napkins at the corners, while along the sides were table knives and forks. A table down front covered with a white cloth, held a dish of shelled nuts, several nut crackers, and a handsome nut bowl and cracker combined. On a low stand in front of the table were several sets of carving knife, fork and rest, in satin lined boxes, and suspended by white ribbons from the ceiling were nut crackers, knives, forks and spoons. Around the window pane was a border of partially folded white crepe napkins, to each being fastened a knife, fork and spoon.

WHAT SHERMAN DID SAY

General Sherman's often quoted and at the present time most significant statement regarding war, is not known by many in its entirety. Here is what the famous general really did say, and it is a classic:

"I confess without shame that I am tired and sick of war. Its glory is all moonshine. Even success, the most brilliant, is over dead and mangled bodies, the anguish and lamentation of distant families appealing to me for missing sons, husbands and fathers. It is only those who have not heard a shot nor heard the shrieks and groans of the wounded and lacer-

ated, that cry aloud for more blood, more vengeance, more desolation. War is hell!"

THE REAL EMPLOYER

A department store in New York says to its clerks:

"You are here on approval, just as the furnishings and hats are sold on approval, whether paid for or not. So you can stay with us as long as you please our customers who are your real employers. That is your first duty.

"Selling merchandise is secondary. Remember, too, that pleasing a customer does not mean pleasing him only while he is in the store. He must never cease to be glad he came in. So tell him the truth always. Every man who comes into our store is a customer, whether he buys or not. So be as particular, as cheerful, in showing goods as in selling them."

SELLS TO CASH CUSTOMERS CHEAPER THAN THOSE WHO RUN BILLS

A western retailer some time ago decided to sell his cash customers cheaper than his credit customers by a system of special cash discounts.

Here is his announcement:

By the old way the one who paid the most for his goods was the cash customer and the one who paid the least for his goods (outside of the one who never paid) was the longest credit customer.

Reverse Things

By this new method things are just reversed (outside of the one who never pays)—the cash customer pays the least and the slowest paying credit customer pays the most.

For now, if you pay cash when goods are bought, a discount of 3 per cent will be allowed.

If accounts are paid any time during the same month in which they are purchased, a discount of 2 per cent will be allowed.

If accounts are paid during the first 15 days of the month following purchase, a discount of 1 per cent will be allowed.

Sliding Scale of Discounts.

If accounts are paid during the last half of the month following purchase, no discount will be allowed and no interest charged.

If accounts are not paid by the end of the first month following purchase, then 7 per cent interest will be charged from the beginning of the month following purchase.

If accounts are not paid by the end of the third month following purchase, the customer is entitled to no further credit until bill is paid.

Bankable notes will be taken in payment of accounts.

By this method the sooner the customer pays for his goods the less the goods cost him; the longer the account runs the more it takes to pay it.

Your Best Business Partner For 1918

"BEHIND every great man there is some good woman" is a well known saying, and it is just as true today, or even more so, as it was when it was uttered. It might well be changed to read "Behind every successful man is some good woman," who, to a very great extent, is responsible for his success.

It requires just such a man as John H. Patterson, president of the National Cash Register Co., Dayton, Ohio, to give proper emphasis to the fact at this time.

This idea was wonderfully crystallized and expressed in a meeting of the wives of the salesmen of this institution from every state in the Union, held recently at Dayton, Ohio, to which reference is made in another column. No more opportune time could have been chosen, in no more splendid way could it have been emphasized, and Mr. Patterson has added to the obligations which the business world owes him.

The "HARDWARE WORLD" rejoices at this splendid addition to the ranks of those who advocate that business men should make confi-

dants of their wives, for it is in keeping with a policy it has always advocated.

Business men who are laying their plans for 1918 should place this at the top of their resolutions. Perhaps more than any other business publication has the "HARDWARE WORLD" realized the wonderful assistance that is being rendered to business men generally, for scarcely a day goes by but what we do not hear from some wife, daughter or employee, who tell us of the enjoyment she gets from a perusal of its pages, and of the suggestions she puts into effect.

We commend to our readers, both men and women, a reference to the item about this wonderful convention, wonderful in its conception, in its enthusiasm and ideas, and which will prove even more wonderful in its results during the year upon which we are just entering.

Efficiency of women in commercial lines is being proven every day. The war has given a new impetus to the movement, and the recognition that is due women's business ability will daily be made manifest.

TODAY AND TOMORROW IN VALUE

(By Louis A. Hebert)

The only difference is not the price. There is a reason for higher prices besides covetousness. The man who says the denizens of the slums are as good as the residents of the better quarters sees only the resemblance in form.

The artist who cannot sell his drawings says that the work of successful artists is tawdry. He will do his work for a tenth of the price. The ranting politician says he would be glad to accept the statesman's job at a fifth of the income. But could he deliver the same safe, sane service?

Today the chief object of a purchase is blinded by the dollars at hand. The reason is screened behind the figures of the cost.

But, tomorrow, when other dollars have come to take the places of those that were spent, the cost is no longer the topic.

The big thing always is prolonged service.

A capable, trained servant may look less likely than an unscrupulous servant, whose sole object is to become familiar with the premises, and rob them.

An excursion train, made up of old, dangerous cars, may carry passengers for a fraction of the regular fare. A fire trap of a building will rent for a song. But will either of these bargains bring what is wanted?

Think of tomorrow, and regard today as the front door of the ways to come; and look upon today's actions as the foundation stones of tomorrow's buildings.

Think not of the comparison of today's purchase with today's dollars, but of the merit of that purchase with tomorrow's needs.

Merit always asks the higher price, not to be contrary, but because it is worth that price. And the truth of this statement will come in prolonged use of the thing bought.

A basswood and an oak are both trees, but the one will give us wood that will last only part of the time of the other. Today paints a halo around the basswood, but tomorrow pays tribute to the oak.

A MAN WHO WIPES OUT BOUNDARY LINES.

The editor was sorry he was not in when our splendid friend, Thomas N. Witten, of Trenton, Missouri, called at our office recently.

As many of our readers know, Mr. Witten is the man who has done more than any other one man or agency to eradicate the boundary line between town and city, and his community work and development has served as an incentive and an inspiration for other communities.

Another good thing about Mr. Witten is that he is always willing to do his part in showing other communities just what can be accomplished and the great benefits to be derived from it.

Come again, Mr. Witten, and we hope to be more fortunate.

Loyalty In Business

By J. R. McCleskey.

LOYALTY—a large word of large meaning. Neither you nor I can begin to comprehend it in its entirety. Loyalty to right principle, loyalty to “self,” loyalty to your work, loyalty to your country, loyalty to your friends and loyalty to your ideals—there are many demands of loyalty, and therefore, it is highly important that we have a right understanding of these demands and how to meet them.

Shakespeare said,—

“To thine own self be true, and it must follow, as the day the night, thou canst not then be false to any man.”

To accept these words literally might lead one over a rather rough road of experience, which sooner or later would have to be retraced in order to get back on the right track, but by looking beneath the surface, it is very evident that Shakespeare meant to convey a much deeper meaning than is at first apparent.

In speaking of being true to “Thine own self” Shakespeare, of course, had in mind the perfect standard of the true “self,” and not the selfish, grasping, false “self.” If loyalty demanded that we be true to our false “self,” then loyalty would be one of the basest instead of one of the highest qualities of character.

By being loyal to the perfect standard of our true “self” and continually striving to reach that standard in our daily work, we cultivate true loyalty that makes it impossible for us to be “false to any man.”

Loyalty, like honesty, must be based on right principle, and not practiced merely because it is the best policy.

The first demand of loyalty is that we be true to the right, and if we are genuinely loyal to that which is right according to our highest understanding, we will have little trouble in meeting all the other demands, such as loyalty to “self,” loyalty to country, loyalty to our fellow man, etc.

When we understand something of the true meaning of loyalty, we naturally turn to find the practical application of what we have learned, and in so doing, we at once realize that there is no department of life where genuine loyalty is more needed than in the every day business life. Loyalty is literally the very backbone of all business organization. The employer is absolutely dependent upon the loyalty of his employees in order to succeed in his business, and likewise, employees must have the loyalty of their employers, if they would attain any degree of success in their work. A business firm, in order to grow and prosper, must give loyal service to its customers, such service as will in turn win the loyalty of the customers to the firm.

There are a great many staple articles of more or less uniform quality and price, sold by

many different firms in the same line of business, and yet some firms build up a large and profitable business, while other firms selling the same goods to the same class of trade meet with failure. The firm that succeeds does not succeed because they sell the goods at a cheaper price, nor is it necessarily that they sell a better quality of goods, but it is because they have developed a spirit of genuine loyalty throughout their own organization, which has naturally spread from the firm, through its salesmen, among the customers. In the first place, the firm is loyal to its salesmen, the salesmen are loyal to their customers, and in turn the customers feel a sense of loyalty toward the salesmen and toward the firm, thus forming a complete circuit through which the current of loyalty operates unbroken.

The standard of success of any business firm is determined largely by the standard of loyalty that is maintained in the organization, and between the firm and its customers.

It is highly essential that a general prevailing spirit of loyalty be maintained in every business organization, and this, like any other general result, can only be acquired by developing the desired quality in the individual units that make up the organization. Loyalty cannot be installed in an organization like you would install an electric light system in a building; it is a quality of individual character that must be developed in the individual—you and I—and as each individual in a business organization learns what loyalty means, and learns to be loyal to his highest understanding of right principle, loyal to “self,” loyal to his organization, and loyal to his customers, in the same proportion will this general spirit of loyalty pervade the organization as a whole.

The strength of a chain is dependent upon the strength of each individual link, and so a business organization is dependent upon the strength of character—the loyalty—of each individual in the organization.

I once heard a man say that he considered it impossible for a salesman to always be strictly loyal to both his firm and to his customers at the same time. This is absolutely a false view point. Loyalty that will not work both ways is not true loyalty, and is not worth two cents to either an individual or to a business firm. If a salesman has a point of difference to arise between his firm and one of his customers, he must realize that his first demand of loyalty is that he be true to his highest sense of right, and in following this course, he cannot be disloyal to either his firm or his customer.

First of all, be true to the principle of right, and the other demands of loyalty will take care of themselves.

How the Small Merchant Can Adjust His Business to the War

(By E. L. Howe.)

THERE is no more willing team worker than the so-called "small" retail merchant when it comes to responding to the call of his country. He is always glad to do his part in public service, provided that part is clearly pointed out.

War has brought very definite duties to all retail merchants, large and small, in the shopping districts of big cities, or back in the villages and towns. Upon good team work with the Government depends not only our success in winning the war, but the efficiency and prosperity of the merchant's own business. For war times are not peace times, and the mercantile methods of normal years require adjustment to the new conditions of a war emergency.

The first great demand upon the merchant was for conservation of labor. He had to adjust his business to the new conditions when employees, or perhaps his sons were called into the fighting forces. It is now pretty well understood that no merchant, large or small, can employ unnecessary labor in his business. This was not recognized until it came as a war measure, but now that the adjustment is being made business men see that it was also a peace measure—that the new arrangement will probably not only continue after the war is ended, but that it might have been made in part, at least, before war was declared.

Some retailers will be inclined to protest that they did not employ unnecessary labor. But there are few who, after a careful analysis of their business organization today and a comparison with the same organization a year ago, will not find that too many people were employed for the work to be done, or that unnecessary work was being performed, adding to the expense of the business and the cost of merchandise to the public. Careful rearrangement of work to eliminate unnecessary service, releasing workers who are needed elsewhere, either on the fighting line or in the making of war material, is a definite public service, and should not be regarded as a hardship.

A merchant must work with his fellow merchants, and with the manufacturer, the banker, the farmer, the professional man and the housewife, to bring about a new utilization of our human resources, and in adjusting his business to this new need he will find that he is not only helping the country, but putting his business on the best possible basis for meeting the situation that will undoubtedly have to be faced with the coming of peace—a situation that will call for

lower operating cost, larger turn-over on more moderate margins of profit, more energetic dealing with competition as a result of changed conditions in Europe, and greater efficiency in every way.

In connection with the conservation of food the small retail merchant is in a peculiarly good position to place the message of the Food Administration squarely and convincingly before his community. In the first place he is well known, has the respect of his clientele, has a reputation of meaning what he says, and can, if he will, influence the thought of the public in his immediate territory. If, therefore, he gets the need for food conservation thoroughly impressed upon his own consciousness, if he appreciates what must be done and why it must be done,—in other words, if he becomes thoroughly imbued with the imperative necessity for the conservation of our food supplies, he will both consciously and unconsciously pass this message along to his clientele with all the earnestness and conviction that he possesses.

He may and should do this in his advertising by announcements of the rearrangements that people should make in their eating schedules. He may and should do it by window displays, visualizing food conservation. (He may get this definite information by writing to the U. S. Food Administration, Washington.) He may and should do it in his personal mode of living and his contact with his fellow men. He should first instruct every one of his employees as to their obligations in the matter of food conservation so that all will live according to the Food Administration recommendations and instruct their families to do likewise. He should also instruct them to see that their families sign the food pledge card.

The small retail merchant, by his influence and example, can be of tremendous assistance to the people of the world in this critical period. He may supplement his other work by taking an active part in the distribution of the posters which are being used in connection with the pledge card campaign, and by having cards printed with food slogans and enclosed in merchandise packages. There is a fund of opportunities for the small retail merchant to help if he will fully appreciate the gravity of the food situation. It is a problem that will not solve itself and in fact cannot be solved without the fullest co-operation of the consuming public who will benefit by the solution or who will suffer by a failure to solve it.

ARE YOU "LETTIN' UP?"

There are doubtless many reasons why men fail, why they do not permanently make good, but one of the main causes of all failure is "lettin' up."

Most men when starting out on any mission are fairly confident, energetic, ambitious. They want to succeed. They work hard, sharpening their wits as they go, many times meeting with more success than was to be expected, but about the time they get the hang of things they let up.

Some let up because they encounter one obstacle. A series of setbacks or rebuffs cause others to let up. Quite a number can't stand prosperity. They let up long enough to let the other fellow get ahead and the ensuing disasters finish them.

Letting up in business is just like letting the manners get slovenly. We have all seen well-mannered men allow themselves latitude in certain company and the first thing we knew they had no manners. Letting up applies also to personal appearances. It takes soap and water, razor and comb, brush and broom, to keep up appearance. If you would be well appearing there must be no letting up.

And so on down the line. Letting up undermines character, morals go to seed, clothes get shabby, manners vanish, vulgarity roots out gentility, pep and go quit working, the man degenerates all because he let up.

There is nothing of such rapid growth as habit. Letting up is the germ of bad habit. One careless business transaction leads to another. Neglect of the razor leads to dirty shirt, baggy trousers, rusty shoes, dirty nails, ill manners, loose morals, laziness; and when a man has those barnacles clinging to him he has taken a load which is sure to handicap him in his progress.

Never let up. Keep on the job. Let nothing daunt you. Failure overtakes only those who let up. Keep the hair trimmed and brushed. Shave every morning; bathe every day; have the trousers neatly creased; embrace the religion of a clean shirt; cultivate dental floss, manicure the manners constantly; eat moderately; drink nothing that will steal away your brain; hold the moral forces in a grip of steel; think well of yourself; think well of your means of livelihood; always remember that there are two sides to a transaction, two sides to every question and never let up.—D. M. Kagay.

LIFE IS WHAT WE MAKE IT

Every day that is born into the world comes like burst of music, and rings itself all the day through; and thou shalt make of it a dance, a dirge, or a life march as thou wilt.—Carlyle.

WHAT DO YOU THINK ABOUT IT?

Editor "HARDWARE WORLD":

I want the opinion of some of your readers—for it will be of interest to other salesmen as well.

I go to work at eight in the morning, quit at six in the evening, with one hour for lunch. I have a regular weekly salary, and at the end of each month have a commission above this on the sales of the month.

At noon hour and after supper I have been working a side line, which does not conflict with any line from my house. Many of the other men employed by the house do the same. Some of them go to work at seven o'clock, which is an hour before the time they have to go to work for the firm.

I am not getting very much salary, and I am not taking any of the firm's time in doing this work, and what we want to know is are we justified in doing this, or should we really give it up.

The boss has not objected, but we think if he knew it perhaps he would. At the same time he himself has other men working for him on side lines that work for another firm on a regular salary, and their firm doesn't know about it, and our boss knows they don't. He has stated he would never stand for over time or side lines from his men, at the same time he encourages it among other salesmen for his own good.

Please tell us what your readers among the manufacturers and wholesalers think of this.

SALESMAN.

VIRGINIA HARDWARE DEALERS DO A GOOD BUSINESS IN GOLF SUPPLIES

Howell Bros., Richmond, Virginia, are enterprising merchants who are not averse to accepting new ideas and who realize the possibility of taking on new lines not generally carried.

The sale of golf goods with them has reached considerable proportion, in fact such an extent that a portion of their sporting goods department has been made into a separate golf supply department. Sufficient room is given so that the customer can swing clubs without danger of injuring merchandise or customers. Clubs are arranged on two sides of the department, and on a pair of circular display racks.

In addition to golf clubs they carry a complete stock including shoes, sweaters, gloves, etc. They tell us it brings them a splendid line of cash paying customers, and has materially increased their sales in other lines as well.

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

Wives Taught Art of Selling

New Plan to Ginger-Up Salesmen—A Suggestion for
Manufacturers, Jobbers and Merchants

"HOW important a factor is a man's wife in his success as a money-maker?"

John H. Patterson, President of the National Cash Register Company, intends to know exactly—and he is looking for the answer in dollars and cents. He is experimenting along original lines with his entire sales force.

His plan is of interest not only to the men and women directly affected, but it promises to have far-reaching results. Already, big business men are writing for particulars and it goes without saying that women interested in the advancement of the sex regard the Dayton experiment as of great significance for its wide recognition of woman's influence in a business way.

The experiment had its beginning recently when more than 500 wives of sales agents and salesmen of the National Cash Register Company were brought to Dayton from all over the United States and Canada for a business convention. It was exclusively a woman's affair, the husbands remaining home attending to their regular work.

Learning Business Secrets.

In a series of morning, afternoon, and night sessions, the wives were let into the secrets of the cash register business. They were told all about the company's policy, methods of selling, and profits on sales. They were taken through the factory to learn how cash registers are produced. They were informed of the usefulness of the cash register and the problems with which salesmen have to deal. And they were instructed how to assist their husbands in becoming better salesmen.

Now that the wives know something about the business from which the family income is derived, it is predicted that they will not be satisfied if their husbands do not earn more money.

In speaking of the project, Mr. Patterson said:

"This is my pet convention and I believe it is the forerunner of a great change in the position of a wife with relation to her husband's business.

"I believe in woman suffrage. I believe in woman's rights. I believe that it is highly important not only to business but to all the affairs of life, that women shall have a larger part in our daily activities.

"She is taking her rightful place in life, and there is plenty of work for her to do.

"Our convention of the wives of the salesmen themselves was a great success—far be-

yond our expectations. We talked to these wives just as we would talk to their husbands. And we believe the results will be a vast increase in the selling efficiency of every man whose wife was here."

A Radical Experiment.

Of all the business innovations which Mr. Patterson has sponsored—and he was the promoter of many now in general practice in business—this is unquestionably the most radical. Because of this fact, the Dayton convention is of particular interest.

It was held in the famous N. C. R. "School House," a large hall built especially for conventions and entertainment purposes.

A large poster on the wall was significant. In bold letters, it proclaimed "10 things an N. C. R. woman can do." These were as follows:

- Serve simple food.
- Keep him cheerful.
- Give him plenty of fresh air.
- See that he gets plenty of sleep.
- Lend encouragement at the right time.
- Encourage him to take regular exercise.
- Be economical and save for a rainy day.
- Take a new interest in his sales record.
- Study merchants' needs and help husband with tips.

Read N. C. R. advertising and call attention to important things.

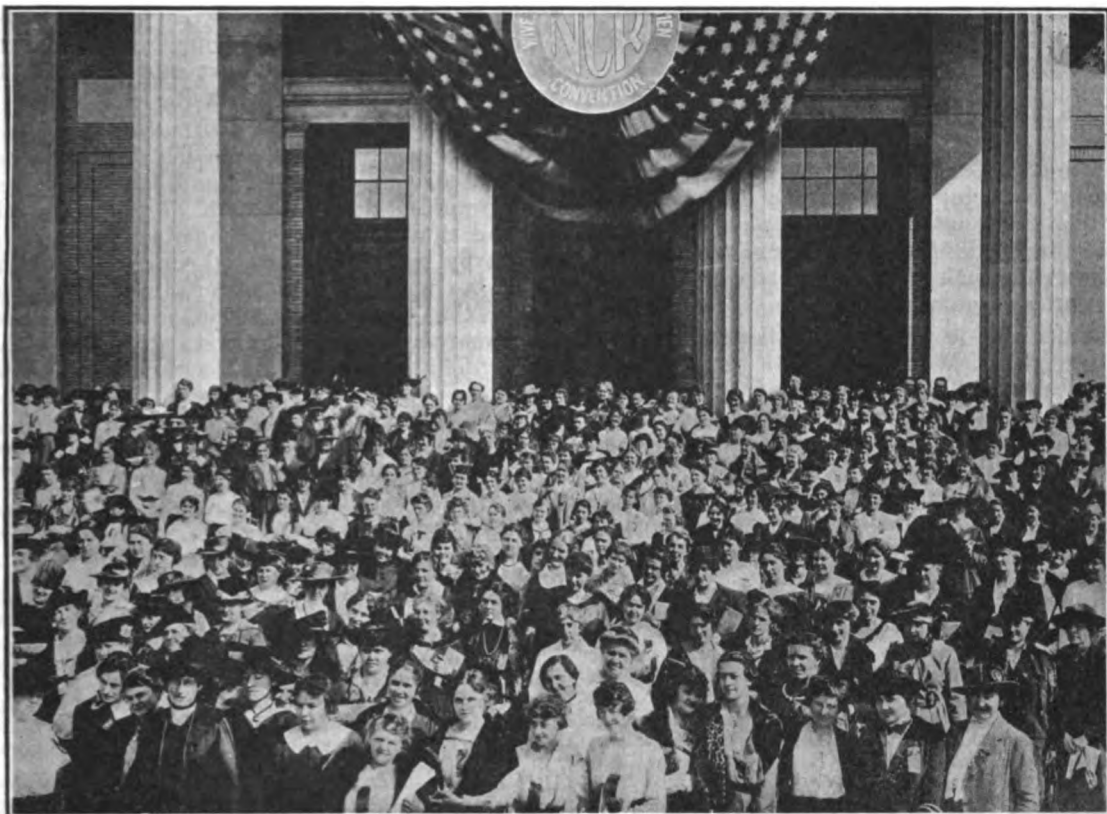
Another poster, illustrated with a bag of money from which dollars were leaking, bore the legend: "Leaks in his earnings." And these were designated as follows: (1) Spends too much time at home; (2) Eats too much; loses energy; (3) Does not use simple methods; (4) Lacks ambition—self-satisfied; (5) Does not cover his territory; (6) Fails to study—lacks interest in business; (7) Does not read and use advertising. Below was this suggestion: "You can help him stop these leaks."

President Patterson made several speeches on salesmanship and how women can help their husbands increase the family income. In every instance, he illustrated his talks by rough crayon sketches on large charts which are a feature of all N. C. R. proceedings.

Sales Manager Charles E. Steffey conducted the sessions and made practical talks on salesmanship and business.

Women Show Their Interest.

The women were encouraged to ask questions and to offer suggestions. Hundreds of questions and suggestions came from the wives as the result. At one time, Mr. Steffey



THE GREATEST ORGANIZATION OF WOMEN SALESMEN IN THE COUNTRY.

They are the wives of the representatives of the National Cash Register Co., who met for their first Convention at Dayton, Ohio, last month. This beginning was auspiciously inaugurated by President Patterson, and will undoubtedly extend throughout the length and breadth of the country.

asked if any of the women present had actually sold a cash register. More than 30 arose.

Miss Grace E. Tryon, Z. L. Potter, G. B. Haig, and other members of the N. C. R. executive staff spoke of different phases of the work. Motion pictures and lantern slides were effectively used to drive home many points. Finally, to emphasize the big object of the new movement, a play was presented depicting how a wife can retard or promote the advancement of a salesman.

But the convention was by no means an all-business affair. It was generously interspersed with entertainment, including motion picture exhibitions, lectures on dress, on the war, on good government; automobile trips to Hills and Dales park, and various social events.

To test out the effect of the convention, Mr. Patterson has offered a prize of \$100 for the best letter to be written describing it—and there will be 500 women in this competition! But the best indicator of success will be the sales records of the married men.

We lose vigor through constantly thinking the same set of thoughts. New thought is new life.

THE PRICE CUTTER

Tell me not in smiling numbers
Selling costs are what they seem,
And the man who cuts for orders
Gets the lion's share of the cream.

When you strive to build some business
Do not be a human sieve—
Letting leak the needed profit,
Trusting luck will let you live.

Lives of dead ones all remind us
What it means to sell on guess—
Their departure makes us keener
To sell RIGHT and not sell LESS.

For no trade can long be loyal
To a man who's all regrets—
Can't deliver—who's just living
On the interest of his debts.

CAN'T AFFORD TO MISS IT

I haven't as yet received the last issue of the
HARDWARE WORLD, and I can't afford to miss
the best hardware magazine published.

W. H. ONION & CO., Cal.

UNITED STATES SUPREME COURT LEGALIZES A UNIQUE BUSINESS PLAN

(Copyright, by Elton J. Buckley.)

Few business men know, apparently, that the United States Supreme Court has legalized a plan of consigning goods to a buyer instead of selling them outright, which plan leaves the title to the goods in the seller, and permits him to take them back in case the buyer goes into bankruptcy or gets into trouble.

The decision in which this was handed down was *ludvigh vs. Woolen Co.*, 231 U. S. 522, recently decided. The plan can be best explained by a little history of that case. A manufacturer had a chance to sell a certain dealer, in whom, apparently he had no confidence. Instead of selling him outright, therefore, he devised a plan which he thought would enable him to play safe. He consigned goods to the dealer upon the following arrangement, which I quote from the history of the case:—

Goods were to be consigned to H. & Son, the title of the merchandise, or its proceeds, to remain in the Woolen Co. until fully accounted for, all bills of such consigned goods to be payable to the Woolen Co. and accounts of sales to be rendered to that company at least once a month. The goods shipped were not kept separate from other goods in H. & Co.'s store, but the Woolen Co.'s tags were left on them. The H.'s were also to give security to protect the Woolen Co. from any failure to perform the contract; the profit of the H. firm was to be the difference between the invoice prices and selling prices of the goods; they were to have a trade discount for payment within a certain period, and any increase in profits made by varying the terms of trade was to go to them. The H. Co. was to hold and care for the merchandise as the property of the Woolen Co., the title thereto or proceeds therefrom being vested in the latter company and the merchandise being at all times under its control. The title to the merchandise was to pass directly from the Woolen Co. to the purchaser. The property was to be insured for the benefit and in the name of the Woolen Co. The H. Co. agreed to sell the merchandise to such persons as they thought were of good credit and business standing, collect for same in behalf of the Woolen Co. and immediately pay over to the Woolen Co. any amount so collected, less the H. concern's profits. The H. firm guaranteed the payment of all bills by people it had sold to and agreed to pay such bills itself if its customers did not pay them.

In other words, the Woolen Co. shipped the H. firm goods precisely as it would have done had the transaction been one of bargain and sale. The H. concern, doing business under its own name, put them in stock, exactly as if they were its own, and sold them over the counter or through salesmen, exactly as if they were its own. Whether it gave receipts in its own name or the name of the Woolen Co. is not stated. When a bill was paid the H. concern held out the difference between the invoice price to them and its own selling price, and remitted the balance to the Woolen Co.

I should have believed that this scheme was exceedingly fishy and would be very likely turned down by the courts. Yet here is the

United States Supreme Court upholding it. Before I tell what that court said about it, let me tell what happened under it.

The H. Co. got into difficulties and went into bankruptcy. The Woolen Co. swooped down under its agreement and took back several hundred dollars' worth of goods on the ground that title was still in itself. Suit was begun by the trustee in bankruptcy to get this back, but when the matter got into the Supreme Court, that court said the scheme was legal and the company did not have to give the goods back. This is the core of the Supreme Court's decision:—

We find that the agreement was really one of bailment for the purpose of sale, with the right to return the unsold goods. There is nothing illegal in such contracts when made in good faith. If there are no other circumstances controlling the situation and establishing the fact that this contract was a mere cover for a fraudulent or illegal purpose, there is nothing in its terms operating to transfer the title to the goods of the H. Co. or to prevent the return of those unsold to the Woolen Co., or their being retaken by the latter company if the H. Co. went into bankruptcy.

We are unable to find that the contract was either actually or constructively fraudulent, and hold that it was what it purported to be, a consignment arrangement with the net proceeds to be accounted for to the consignor and with the right to return the unsold goods.

It has been recognized that this almost makes some new law, and I find other cases decided subsequent to it emphasizing very strongly that such agreements must show all the earmarks of the utmost good faith or they will not be upheld. For instance, the United States District Court of New York recently had a case in which a shoe jobber sold a retailer under this scheme. But the retailer did not account for the proceeds, in fact, did not do any of the things which would have established the jobber as the real owner, and when asked for a financial statement he included the "consigned" goods among his assets. Of course the court held that the whole thing was a subterfuge.

This is really nothing more than appointing a dealer your agent. It is an absolutely safe way of controlling your goods until they reach the consumer, and of safeguarding them not only against the possible bankruptcy of the buyer, but also against the chance that the buyer may cut the price and so upset the trade. A dealer to whom goods are consigned in this way must sell as the consignor dictates. This is respectfully referred to manufacturers who think there is no way in which they can prevent price cutting on their goods.

... BEST PUBLICATION HE CAN FIND ...
 : Enclosed find check for three years' subscrip- :
 : tion to the **HARDWARE WORLD**. I would not want :
 : to be without it. It is the best publication for :
 : the money that I know. :
 : W. G. COLEMAN, Ohio. :
 ...

UNITED STATES AGAINST PRUSSIANISM IN 1848

This is not the first time in which America has taken a stand against Prussian despotism. Nearly seventy years ago our Government went on record as opposed to German autocracy and as sympathizing heartily with the efforts of a small band of German patriots to overthrow the tyranny of the Hohenzollerns.

A pamphlet lately published by the Committee on Public Information gives the facts. The author is Prof. E. B. Greene of the University of Illinois. His facts are quoted from the official records in Washington, dating back to 1848.

Prussian Revolt of 1848.

In that year two noble-hearted Germans, Carl Schurz and Franz Sigel, were fighting freedom's battle against the Prussian government, which then as now was a despotism intolerable to men who loved liberty and dared risk their lives for it. That heroic effort was crushed by Prussian militarism, which then as now was the cruel and relentless master of the Prussian people, the implacable foe of human rights.

Schurz and Sigel had to flee for their lives. They came to America. Here, by lives of usefulness and honor, with liberty ever in their thoughts as the supreme good of man, they proved how much Germany had lost and America gained by their flight to these free shores.

In the midst of this noble but hopeless effort to give freedom to Germany, the United States declared its sympathy for the party of liberty and its disapproval of German autocracy. Our Government generously did this at the risk of offending a powerful government.

U. S. Always for Liberty.

Mr. Clayton, Secretary of State under President Zachary Taylor, wrote to our envoy at Berlin words that may well be repeated today. Our envoy was in effect directed to recognize a German republic, or liberal monarchy in opposition to the Hohenzollerns, if on his arrival he could find any such government in successful operation. And these were the reasons our Government officially gave:

"We understand that there are, at this time, two parties in Germany, each seeking to establish a constitution for a Germanic empire; and that the essential difference between them consists in this—that one of them desires to form a constitution which has for its basis a recognition of the principle that the people are the true sources of all power; and the other, a constitution based on the despotic principle that kings hold their power by divine right. It is hardly necessary for me to say that all the sympathies of the Government and the people of the United States are with the former party."

Eager to Recognize Freedom.

A little later our envoy was instructed by President Taylor to go to Frankfort, and there, as the official representative of the United States, "recognize the provisional government of the new German confederation provided you

shall find such a government in successful operation." Before he could arrive the iron hand of the Hohenzollern tyranny had crushed liberty's revolt.

Schurz and Sigel and their fellow patriots were fugitives. But at least the revolt had given the United States a chance, which it improved, to record its utter disapproval of the Prussian idea of government, monstrosity mis-called "divine right." Between the German idea of government and the American there is not, never was and never can be any sympathy. One contradicts the other.

BLAMING IT ON GOD

Germany's misfit chancellor now says that "the war is God's act."

Putting all the blame on God for the disagreeable features of war and giving credit to the Kaiser for all the victories is a Teutonic habit. Insolence rarely goes so far as that.

But was it God or an ambitious and bloody Prussian dynasty which for forty years prepared an army of a million men for this war?

Did God or a savage general staff of the Kaiser's order that rape of peaceful Belgium?

Was it God's order, or a command of a debauched crown prince which smote the great cathedrals of France?

Did God or Von Tirpitz fire the torpedo which sank the Lusitania and drowned over 1000 helpless non-combatants?

Was it Jehovah or a drunken crew of Prussian libertines who outraged the women of a conquered territory?

Did the Almighty or a tottering emperor order airships to bomb British schools and murder scores of children?

The people of the world take no stock in this barbaric and pagan idea of Prussia's that whatever is cruel or harsh or unpleasant or savage or murderous or destructive is a direct act of God.

On the contrary, the world has learned to appraise the Hohenzollern tribe for what it really is—a bloody dynasty which to gain its own selfish and greedy ends first brought war upon unprepared Europe and now wages it by all the rules of the ferocious Hun.

Besides which, blaming the war upon God is not going to let out Germany to the fraction of an ounce when the final day arrives for reckoning up peace terms.—New York Evening Post.

... ..
: CANNOT GET ALONG WITHOUT IT :
: We simply can not get along without the :
: HARDWARE WORLD. Let me know how my sub- :
: scription stands. :
: Mrs. G. sent you a remittance not long ago, :
: but we don't want to miss an issue, for we :
: never open a copy, but what we don't see some- :
: thing in it that is worth our while, news and :
: information we are glad to have. :
: A. M. GRISWOLD. :
... ..

Business Should Not Tamely Submit to Infamous Calumny

Irresponsible Statements by Self-Seeking Politicians Should Be Promptly Nailed

IT IS amazing how an untruth once started gathers force and violence and viciousness on its way, until it looms so large in the public mind that it becomes an obsession, says "American Industries in War Time." Early in the war certain politicians and certain labor leaders and certain publicists of a saffron coloring undertook to circulate the idea that the manufacturers were seeking huge profits out of the difficulties of the country and the necessities of the Government. There was not a scintilla of evidence to support the suggestion, but it has been taken up and bandied about and propelled along by persons seeking notoriety or seeking to use it for their own advantage, until all over the country there is the suggestion that undue profits are being made by business men and manufacturers.

Before the United States entered the war very high prices had developed, mainly as the result of the demands of the Entente Allies for supplies. We were a neutral country, and we were supplying the world with the things which we had and which it needed. Demand and supply are always the basis for prices, and abnormal demand and limited supply fixed the high prices which were charged to neutral countries and to the European belligerents for necessary supplies. These high prices, however, did not represent an equivalent in profit for the reason that in order to meet the demand of the Entente Allies and neutrals, the manufacturers had increased their plants; had increased their wages; had increased their fixed charges, and the cost of everything which was sold for shipment to Europe had increased.

When the United States entered the war the business men and manufacturers of the United States, through their representatives in the Council of National Defense and by word of mouth, by letter and by personal visits to Washington, placed their plants and the product of their plants and their own activities at the service of the Government. The Government availed itself of the offers, and furthermore, these business men and manufacturers did not attempt to fix the prices of their product to the Government. Where the prices submitted were not regarded as sufficiently low by the Government, the Government officers were advised to name their own prices pending the fixing of a permanent or definite price for the product. This was done with the result that the Government is today naming all prices for practically all products. The prices of steel and iron, coke, coal, sugar, copper, wheat, and

many other things have been set by the Government, and it is notable that they have been so fixed by agreement. Neither have they been arranged under any threat of legislation, in spite of what some newspapers say. No legislation can compel sales to our Allies or to the public, or at least can make such prices or such sales effective.

During the period before our entrance into the war the stocks representing American industry sold at very high prices, and they sold at those prices because of the profits which were then being made on our trade with belligerent and neutral Europe and the rest of the world. The most definite refutation of the charge of profiteering is found in the action of these stocks after our entrance into the war. Prices held steady for a very short time; then wavered and then dropped. The reason for this decline was the knowledge that the business men of the United States and the manufacturers were offering their product to this Government, to the exclusion of Europe, at a price which did not permit of extraordinary profits, or even in some cases of normal profits. In different instances involving contracts with the Government prices were quoted at almost one-half of what could be secured a few months before in supplying the European nations.

But in spite of all this there still persists, not the delusion of profiteering, because nobody really believes it, but the propaganda of trying to tell the people, or of trying to induce the people to believe that there is such a thing as profiteering. The man of common sense, of common knowledge, the man who follows the facts as they appear from day to day in the newspapers, the man who follows prices of securities, the man who understands the spirit actuating the American manufacturers, pays no attention to this talk of excess profits, but unfortunately it does harm in raising in the minds of some the thought that there is such a thing.

It is poor payment to the American manufacturer for his patriotism that he should be called a profiteer, but time rectifies all wrongs of this kind, and the Government today is beginning to show to the people that it has full confidence in the manufacturer and the business man, and it is co-operating with him in arranging prices which are fair and just. It takes a long time to catch up with a lie, but the lie of profiteering is nearly exploded.

The Government has fixed the price of copper as between the producer and the Government and by agreement as between the pro-

ducer and our Allies and the public. It has also fixed the price of steel, pig iron, coke and other commodities entering into the manufacture of steel. The prices arranged by the Government in the case of steel were very much lower than current prices which were brought about by extraordinary demands and limited supply. The price of copper was fixed at a lower price than current market prices. It is well to remember that all these were fixed by agreement, and that the producers and the Government decided upon that which would not only be fair to all concerned, but would be sufficient to insure production and full supply. The Government is to be congratulated upon its action because it dissipates the idea that it has the will or the desire to confiscate property. The producers are to be congratulated because they have submitted all the facts in their possession to the Government and have accepted the Government's proposition with regard to price. The situation is a reassuring one. It exemplifies in a striking way the co-operation between the Government and the producer, and it should neutralize completely and entirely all suggestions that the producers are trying to gouge the Government, and, on the other hand, should eliminate the fear that the Government is trying to confiscate private property because of its own necessities.

Significant above all else in this connection is the spirit of co-operation. The producers take the position that the Government must have all the help that it is possible to give, that the question of prices or penalties must not stand in the way, and that they know that the Government seeks only to do what is right and fair. On the other hand, the Government takes the position that fair prices solves not only the problem of co-operation but also makes possible the output which is necessary. That is logical. Low prices, even if not confiscatory, would seriously affect many comparatively small producers, drive them to the wall and to that extent reduce and curtail production. It is said that President Wilson is responsible for the prices fixed. If that be so the thanks of the country are due him.

READ BY EVERYONE, INCLUDING THE OFFICE BOY.

We want to say that we appreciate the "HARDWARE WORLD" as much, if not more, than any periodical that comes to our desk.

We find it brim full of good suggestions and reliable information, and we certainly want a copy of it in every one of the hands of our hardware clerks, including our office boy.

The wonder to us is how you get out a publication of this nature at so small a price. Very truly yours,

F. G. FOSTER COMPANY.



J. G. DEERICKS

General Manager Sales Pittsburgh Steel Company.

Mr. J. G. Deericks is now General Manager of Sales of Pittsburgh Steel Company, succeeding the late Mr. Edmund Steytler.

The appointment was made at a meeting of the board of directors held Tuesday, October 30th.

Mr. Deericks has been identified with the steel trade all of his business life. He was born in Cleveland, Ohio, in 1871, and received his education in the Cleveland schools. His first business association was with the American Wire Company. In 1899, Mr. Deericks went to New York and connected himself with the American Steel Hoop Co.

When the U. S. Steel Corporation was formed, Mr. Deericks was moved to Pittsburgh, where, for a year and a half, he was associated with the Carnegie Steel Company. Subsequently he returned to New York to go with the American Steel and Wire Company, where he remained in charge of the sales of their wire products to manufacturers in the Eastern district, until April of this year, when he returned to Pittsburgh, as Assistant General Manager of Sales of the Pittsburgh Steel Company which position he occupied up to the time of his promotion.

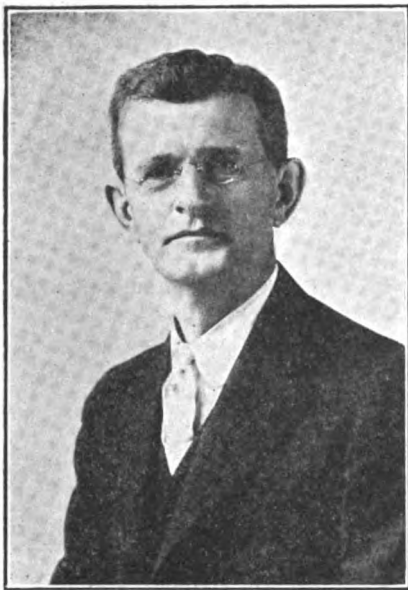
Mr. Deericks is a member of the American Iron and Steel Institute, the Engineers Club of New York, the Ohio Society of New York, and the Pittsburgh Athletic Association.

CAN'T DO WITHOUT "HARDWARE WORLD"

Enclosed please find check covering three years' subscription to the "HARDWARE WORLD."

I have been without it for the past year, but I find I need it in my business.

H. A. CAMPBELL, Michigan

**S. S. REED**

Former President of Oklahoma Retail Hardware Dealers' Association.

**W. B. PORCH**

Secretary-Treasurer Oklahoma Retail Hardware Dealers' Association.

As this issue is being mailed Oklahoma Retail Hardware Association were holding their convention at Oklahoma City, December 4th, 5th and 6th. Secretary Porch had made arrangements for one of the most interesting and helpful conventions that have ever been held.

Manning & Clark are successors to Y. T. Manning at Leonard, Texas.

O. L. Emery recently engaged in the hardware business at Colton, Cal.

James & Tucker have succeeded the Garland Hardware Co., Garland, Texas.

A new enterprise at Plainview, Nebraska, is the Holbert & Sires Hardware Co.

E. J. Burgess has purchased the R. C. Mead Hardware store at Jamaica, Iowa.

Ray Merriott is the successor to the Clayton Henry Hardware Co. at Gruver, Iowa.

The hardware store of Moogard Bros., Vandalia, Montana, was destroyed by fire.

L. C. Grewell has purchased the business of L. L. Johnson at Republican City, Nebraska.

The Garza Hardware Co., Eagle Lake, Texas, has increased its capital stock from \$10,000 to \$25,000.

The Ebinger Hardware Co. are successors to Ebinger Weldman Hardware Co., Plainview, Nebraska.

The Clark & Alexander Hardware Co. have succeeded the Landes Hardware Co., Oklaoma.

Lawrence J. Weaver, Colton, Cal., has recently taken charge of a hardware business at Yuma, Ariz.

A change in the ownership of the Farm Implement Co., Reedley, Cal., was effected when Carson Reid purchased the interest of Ray Moncrief.

C. M. Hulbert of Oakland, Nebraska, is erecting a new warehouse.

The A. Hood & Sons Co. has opened a branch at Douthot, Oklahoma.

The Ritter Implement Co., Craig, Iowa, are successors to Hauff Bros. & Co.

F. N. Rinehart of Chariton, Iowa, has purchased the stock of Blanchard & Cooley.

Wingert Bros. is the name of the successors to M. C. Wingert & Sons at Hood River, Nebraska.

The Farmers Exchange Co., Charles City, Iowa, are putting in a complete line of implements.

The Aid Hardware Co., West Plains, Mo., has purchased the stock of the Reames Hardware & Furniture Co.

R. E. Courtright has moved his hardware stock at Caldwell, Kansas, to a larger building to give them needed facilities.

Fred R. Ingle, formerly of San Diego, who is engaged in the hardware business at Yuma, Arizona, reports a splendid business outlook.

The store building occupied by the Coquille Hardware Co., at Coquille, Oregon, is being remodeled to give them facilities for carrying an increased stock.

S. G. Thompson of Halsey, Oregon, who was formerly in the hardware business at Tacoma, Wash., has traded his farm for the Fitzhugh Hardware Co.'s hardware and implement store at Eugene, Oregon.

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

LABOR-SAVING DEVICES ALL-IMPORTANT NOW

Labor-saving devices should have a stronger appeal to hardware merchants than to almost any other class of dealers, due to the wider variety of merchandise that is carried in a hardware salesroom. The assembling of any large assortment of lines of merchandise for sale under one roof always carries with it a considerable amount of detail work, of such character that errors made in the handling of this detail are liable to prove very costly.

Too many hardware merchants are wasting their efforts on these details, and trying to do all of the thinking for their business at the same time. The wise merchant will adopt some of the labor-saving devices that have been placed on the market, to relieve the proprietor of these details, while at the same time providing an absolute check on the clerks, thus preventing costly errors, either in omission or commission.

No merchant can successfully build up a large business, whose time is taken up with details. The merchant who is enabled to turn over to his clerks practically all of the detail work connected with his establishment, thus leaving his own time and energy free for creative efforts, will without a doubt make faster progress in expanding and increasing his business, than he who attempts to carry the entire load himself.

Speaking before a national convention of retail merchants a short time ago, a man who has built up a most successful retail business and yet finds time to take an active part in all movements for the welfare of his home community, and in fact, for the country as a whole, put these searching questions to his hearers:

"How many of you men have your business so well systematized that you know every morning the cash receipts of the previous day, the amount of merchandise sold on charge account, the amount received on account, and whether there is a right balance between the two? Is your audit system so complete that you can turn to your ledger and find the exact amount of merchandise on hand in each department, the sales made for each month and the profit credited or debited? Do you have a statement prepared showing the net profit earned monthly so that you can keep your hand on the lever and stop short any losses, or take advantage of any gains which this data reveals?"

In these days of high costs and low profits, it is almost suicidal for any merchant to run his business with anything but the very best and most complete labor-saving accounting system which is available. As an example, how many of our readers are using the blotter, day-book and ledger system of bookkeeping?

How many of you transfer your credit en-

tries from blotter to day-book, day-book to ledger? There are three operations, each transfer carrying with it the possibility of error. A charge sale of \$5.00 is made, we will say, and some one neglects to enter that charge. Did it ever occur to you that you lose not only the profit on that sale, but that the error has eaten up the profit on ten more sales of a similar amount?

If you are handling your credits in the manner outlined, a credit file, such as that made by the National Cash Register Company, would be a wonderful labor-saver, for it would eliminate two of these operations, and while keeping a customer's balance in plain sight of the clerk making out the new charge slip, still keep the account itself under lock and key, where no one except the merchant himself, or some responsible employe designated by him has access to it.

We know of a merchant, who, through fear that his ledger was not balanced right up to the minute, was compelled to ask two different customers, who had come in to pay their bills, to stop in the next time they were in town. He was afraid that his clerk had not made all the entries in the ledger. One of these customers died before he had an opportunity to "come to town" again—the other became entangled financially. The merchant never collected either account.

The most successful merchant, not only in the hardware line, but in any line, is he whose system is the most complete; who has the most absolute protection over every transaction in his store; whose entire time is spent in creating new departments, improving his service to customers, and establishing that "personal" touch with his trade which is so essential to the success of any merchandising enterprise. In exact proportion, the merchant who is least successful is he who is endeavoring to carry the entire burden of his business upon his own shoulders, and whose store system has the most leaks in it. This is but logical.

Labor-saving is money-making. It matters not whether labor be saved through the agency of the human system, eliminating unnecessary operations, or through labor-saving machinery, such as up-to-date scales, good credit files, or receipt printing cash registers—the result is the same—Better Business, Bigger Business, Bigger Profits.

NECESSITY FOR EMPLOYER AND EMPLOYEE

We have been a little slow in sending in renewal of our subscription, for three years, we want you to know that our hearts are in the right place. We have a number of other little things to look after, and sometimes it makes me overlook some of the more essential things, one of which is the "HARDWARE WORLD."

I have been a reader of this magazine for a number of years, first taking it when I was with the Erb Hardware Co., Lewiston, Idaho, and find it a necessity for both the employer and employee.

UNIONTOWN HARDWARE & FURNITURE CO

C. W. ASBURY AGAIN CALLED TO SERVE AMERICAN HARDWARE MANU- FACTURERS

It is a mere coincidence of course, that Philadelphia, the Cradle of Liberty, should furnish the chief executive of the American Hardware Manufacturers' Association, in this, America's second great fight for liberty, and in choosing him for their executive a more splendid example of American citizen and patriot could not be found than C. W. Asbury.

Mr. Asbury has previously served the American Hardware Manufacturers' Association for two terms, and has been identified in an advisory capacity on its executive board for many years.

He is known from one end of the country to the other, and has typified the true American spirit both in his business and civil life.

The Association has always been fortunate in its choice of executives, numbering among its representatives some of the biggest, busiest and brainiest men of the country. In asking him to assume the leadership again, it was with a knowledge that the policy and constructive work of the Association as carried on by his predecessors would be continued.

HOMER M'KEE'S PRAYER

Teach me that sixty minutes make an hour, sixteen ounces one pound, and one hundred cents one dollar. Help me to live so that I can lie down at night with a clear conscience, without a gun under my pillow, and undaunted by the face of those to whom I have brought pain. Grant, I beseech Thee, that I may earn my meal ticket on the square, and in doing thereof that I may not stick the gaff where it does not belong. Deafen me to the jingle of tainted money and the rustle of unholy skirts. Blind me to the faults of the other fellow, but reveal to me mine own. Guide me so that each night when I look across the table at my wife, who has been a blessing to me, I will have nothing to conceal. Keep me young enough to laugh with my children and to lose myself in their play. And then when the smell of flowers, and the tread of soft steps, and the crushing of the hearse's wheels in the gravel out in front of my place, make the ceremony short and the epitaph simple: "Here Lies a Man."

HEARD IT BEFORE

Tom Johnson claims that the oldest joke is the one about the Irish soldier who saw a shell coming and made a low bow. The shell missed him and took off the head of the man behind him. "Sure," said Pat, "ye never knew a man to lose anything by being polite."

A deaf and dumb man was arrested recently for making a few off-hand remarks about the war.

INFORMATION TO APPLICANTS FOR EN- LISTED ORDNANCE

What It Is.

The Enlisted Ordnance Corps, National Army, into which the Ordnance Enlisted Reserve Corps has been merged, is charged with the supply, maintenance and repair of all cannon and artillery vehicles and equipment; all machines for the service and maneuver of artillery; all small arms, ammunition, harness, motor trucks, motorcycles, tractors and railroad cars; in fact, it is the Army behind the Army commonly known as "Service of the Rear."

Type of Men Wanted.

There is a place for practically every man who knows a trade in the Enlisted Ordnance Corps. Machinists, mechanics, plumbers, painters, carpenters, canvas workers, auto mechanics, saddlers, blacksmiths and wheelwrights are especially needed at this time.

Applicants must be between 18 and 40 years, citizens or declarants, and be able to speak, read and write the English language, should have no absolute dependents, and must be able to pass a physical examination conforming to that prescribed for the Regular Army.

Place and Type of Service.

If accepted for enlistment, men will ordinarily be sent to an arsenal school for a period of instruction, on completion of which they will be assigned to detachments, units or organizations, with ultimate service abroad. Previous military training, while preferable, is not essential, as men will continue the work which they pursue in civil life.

Pay and Grade.

In view of the importance of their work a large number of men will serve as non-commissioned officers. Original enlistment is required as private, but later courses of training or special qualifications quickly lead to higher grades. Pay ranges from \$30 to \$97.20 a month, depending upon demonstrated ability and place of service. Men enlist for duration of war only.

Free quarters, rations, clothing, bedding, medical attendance, etc., are provided.

Relation to the Draft.

Men registered under the Selective Service Law may voluntarily enlist prior to the posting of their names by their Local Boards. No man who has been called to appear for physical examination is eligible for enlistment in any branch of the military service. In case such men do enlist the department under which they have enlisted will be requested to discharge them and direct them to report to their local boards.

How to Enlist.

Get application blank by writing to Chief of Ordnance, Enlisted Personnel Division, Washington, D. C. Fill it out, return to Chief of Ordnance, and if there is an opening for you at the time, authorization will be sent you to enlist at the nearest recruiting station, and if accepted there, free transportation will be provided to place of service.

J. W. Shillington has disposed of the Oxnard Implement Co. to his son, J. E. Shillington, and his son-in-law, Louis Penland, who will continue the business.

The Colusa Implement Co., Colusa, Cal., are preparing to erect a new building, 80x100 feet, to accommodate their increasing trade.

Lawrence Wraith is installing a larger hardware stock at Meridian, Cal.

The Fenton Hardware Co., Fenton, Iowa, are erecting a new building, which will be occupied by them, and they will also add gasoline engines to their stock.



CHARLES W. ASBURY

Again elected president of the American Hardware Manufacturers' Association. Mr. Asbury is well known to the trade as being president of the Enterprise Mfg. Co. of Philadelphia.

RATHBORNE, SARD CO. OPEN FAR WESTERN BRANCHES

Our readers in the West and on the Pacific Coast will be interested in the announcement that is made of the establishment of branch houses, of the well known manufacturers Rathbone & Sard, Aurora, Ill., and Albany, New York, that is being established at Portland, Oregon, and San Francisco, as well as Dallas, Texas.

C. W. Reid, vice-president of Rathborne, Sard Co., has been spending some weeks on the Pacific Coast, arranging for convenient locations for their offices and warehouses, where full lines will be carried.

Special attention will be given to electric stoves and ranges, which trade, by the way, Mr. Reid regards as merely in its infancy.

been identified with the business in its various phases for some time.

At San Francisco, J. M. Merritt will manage the branch house with Maurice S. Barnett as sales manager.

Both Messrs. Merritt and Barnett have a wide acquaintance and experience, in fact are counted among the best posted men in their respective lines in the country.

Mr. Merritt has been identified with Rathborne, Sard & Co. in Southern California for many years, and Mr. Barnett has had an extended experience with W. F. Boardman Co., well known manufacturers' representatives on the Pacific Coast.

Mr. Reid is greatly pleased in securing such an addition to their force. In fact he says that the Rathborne-Sard family has the finest bunch



J. M. MERRITT, MANAGER



MAURICE S. BARNETT, SALES MANAGER

Two well known stove men, who will direct the policy of the San Francisco branch of Rathborne, Sard & Co.

Rathborne, Sard & Co., who are known as the largest stove manufacturers in the world, make a complete line of coal and wood ranges, oil, gas, and electric stoves, and are placing on the market a line that possess exclusive features that will appeal instantly to every housewife, that for economy of operation and convenience are not equaled by those of any other manufacturer.

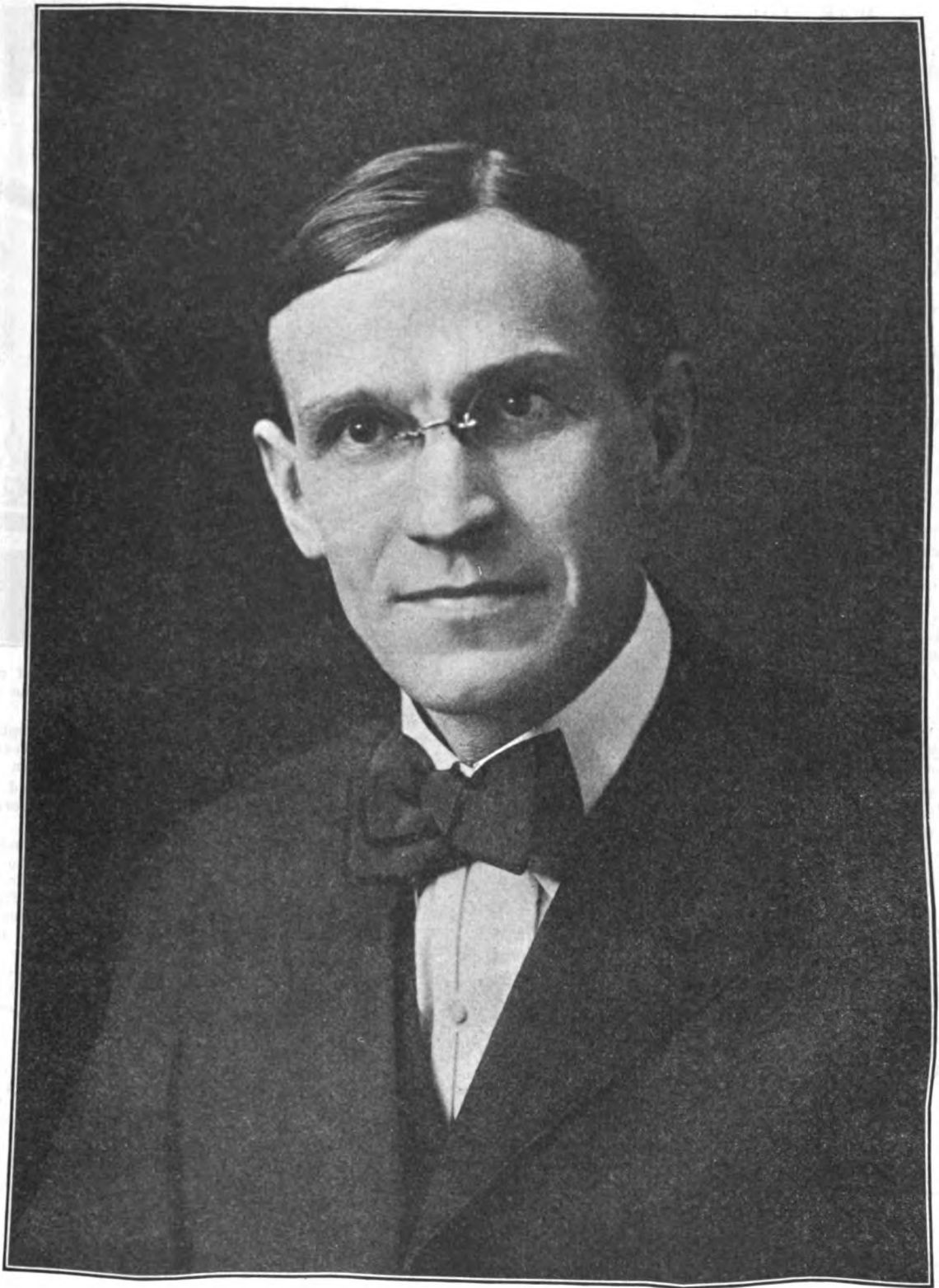
The development of the electric stove business is in its infancy, and the trade can be prepared to give greater attention to this department of their business in the near future, for with the line that is being made by Rathborne, Sard & Co. a wide sale is anticipated.

For the Portland branch house Messrs. R. C. Karberg, and C. F. Jaques will supervise the management of the business. Both of these men are well informed stove men, and have

of men to be found in any similar institution in the country; and if we were to ask the men themselves we will venture they would reciprocate by saying there isn't a finer chief anywhere than Charles W. Reid.

As a matter of fact Mr. Reid is a "one job" man. He began with Rathborne, Sard & Co. as a boy, out of high school, and has been identified with them ever since. He has never held any other position. He has served in practically every capacity. He enjoys a wide acquaintance throughout the country, and is counted as one of the best informed men connected with the stove industry.

W. Bair & Son, Goldfield, Nevada, are closing out their stock of hardware, paint and glassware on account of the two sons entering the service for their country, both sons having enlisted.



CHARLES W. REID

Vice-President of Rathborne & Sard Mfg. Co., Aurora, Illinois, and Albany, New York, who are establishing branches throughout the West and South. He has only held "one job" in his life, and is still working at the same "job," having been identified with Rathborne & Sard all his life.

WAR TIME PHILOSOPHY

(Bits of consolation by an optimist who believes that things might be worse and we could still be happy).

Old shoes are more comfortable, anyhow.

It may not be easy to can, but we are thankful that we can.

We've often admitted to ourselves that we eat too much.

Mother used to say that too many eggs make us bilious.

A meatless dinner saves lots of tooth picks—and perhaps a dentist bill.

We started life on meatless meals; one or two a week won't hurt us now.

Wheatless meals? Why, certainly! We have often wondered why flour appears so often on the grocery bill.

After thinking the matter over, it does seem rather sensible to carry small packages. Their weight is less than the worry about delivery on time.

The hardware and implement dealers of Riverside and San Bernardino have organized what is known as the Orange Clipper Club, of which Harry H. Woodward of the Riverside Hardware Co. was elected president, F. E. Hobbs of Rialto, secretary. The hardware merchants of Southern California know the value of local organizations and of keeping in close touch with one another.

CUSTOMERS REMEMBER

All consumers are alike, generally speaking. They remember courteous treatment, the quality and appearance of the goods, the professional knowledge and advice given at the time of the sale. They remember these things! And let every merchant remember that his customers have good memories.

THRIFT

If your pay is small and you live within it,
If you quit work richer than you begin it,
If you save a little from what you make
For the rainy day that's sure to break,
Then you're richer far than he who looks
Far better off on the company's books.
It isn't the money that's paid to you—

It's what you get
With what you get
For the work you do.

—STRICKLAND GILLILAN.

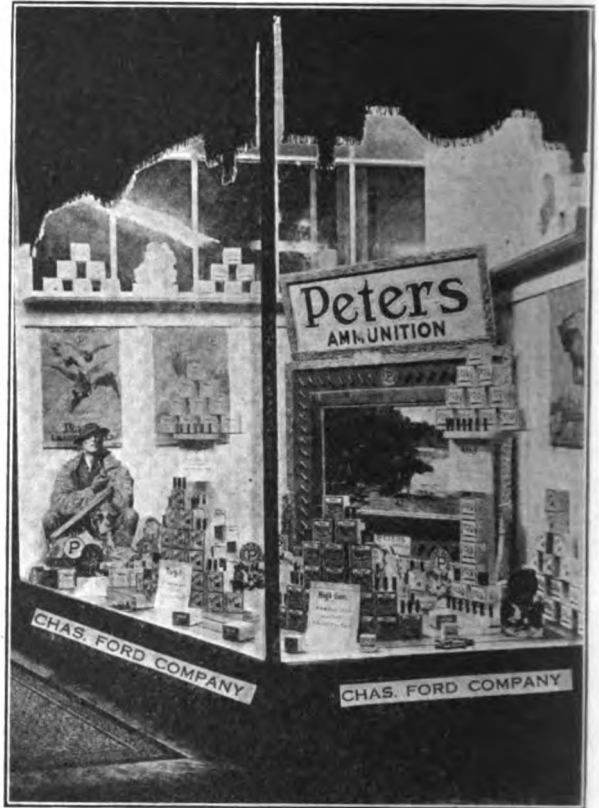
WANT THE BOYS TO READ IT.

We think the "Hardware World" is a No. 1 publication, and we want our boys to read it, and want you to send us three copies each month.

For certainly after reading one copy we look with impatience for the next.

Business is good and we wish the "Hardware World" all kinds of success.

MONETA HARDWARE CO.



Chas. Ford Co. are large distributors of general merchandise. They are typical of the enterprise and progressiveness of western merchants.

They not only believe in the value of window displays, but find it one of the best and most effective forms of advertising the retail merchant can use.

Their window displays are models of neatness, and this is equally true in their hardware and sporting goods department.

Here is a corner display of ammunition that was a great winner. The arrangement appeals to the sporting instinct in every man and boy, the display cards emphasizing certain features, the figure at the right, who with his dog is ready for instant action, all tell the story in a most effective manner.

Watsonville is not a large town, probably two thousand people, but the window display of the Charles Ford Co. would do credit to a city many times the size.

M. J. Ryan Co. are the successors in name to the Ryan-Conley Co., dealers in farm implements and general merchandise at Fresno, Cal. The directors of the company are M. J. Ryan, Jennie E. Ryan and M. J. Ryan, Jr.

O. F. Braeger, a hardware man of Grants Pass, Oregon, has become connected with the Riverside Hardware Co., Riverside, Cal.

Charles E. Shaffer has purchased a half interest in the L. H. Macomber Hardware store at Waitsburg, Wash., and will engage actively in the business. He was formerly engaged in the hardware and implement business at Dayton, Wash., a number of years ago. The new firm will be known as the Dickinson Shaffer Hardware Co.



AN "INVITATIONAL" WINDOW DISPLAY

There is a distinctiveness about this window display made by John Hardy for the Honeymen Hardware Co., Portland, Oregon, that is compelling, "invitational," as it were, and well nigh irresistible.

Mr. Hardy is one of the few window display men, who have the artistic temperament highly combined and developed with the business sense. In other words, he possesses a sixth sense, as it were, to be able to harmonize and blend to such a degree the business and artistic end in the hardware business.

As you will see, this window was devoted to a display of Loaded Shells. The background effect was in black and white, bordered with lake and mountain scenery.

The foreground was utilized to show a large assortment of Selby Black Loaded Shells.

The results obtained from this display were more than ample justification for putting it in.

The displays that appear in the **HARDWARE WORLD** from Mr. Hardy, from time to time, are one of the valuable educational features of it.

NEVADA PROSPEROUS

The state of Nevada is in a very prosperous condition, due to the prices in demand for hay, honey, potatoes, copper and silver, and the general activity in building operations. Especially is this true in Reno, where new apartments and residences are springing up all over the city. A number of large mine operators of southern Nevada have purchased residences in Reno, thus being close to their property and enjoying the advantages of this big little city.

F. S. Marshall's Hardware store was recently destroyed by fire. He will erect a new building in the early spring at Republic, Washington.

Fitzhugh Hardware Co.'s hardware and implement business has been purchased by S. G. Thompson of Halsey, Oregon, who was engaged in the hardware business in Tacoma for a number of years. Mr. Thompson has also taken over the gasoline agency at Eugene formerly held by Mr. Fitzhugh.

J. R. Standley has purchased the hardware and implement stock of the Juliaetta Hardware & Implement Co. at Clarkston, Wash.

Advertising never takes a day off.

THREE LIVE QUESTIONS ANSWERED

(Copyright, by Elton J. Buckley.)

For once I shall depart from my custom of devoting each article to the discussion of a single subject, and shall discuss three communications received from readers of these articles within the last few days. Each one concerns a subject of importance to almost all trades:

There is a law in this state forbidding the sale of cartridges to minors. Nothing is said about whether the minors can bring an order from the parent and get the goods or not. A minor brought an order for some cartridges from his father, and one of our clerks let him have them. He took them home and gave them to his father, and later the father gave the boy some of them and the boy gave some to a second boy, and the second boy gave some to a third boy. They exploded in the hands of a third boy and he was killed. Now the parents have sued me for \$25,000 damages, claiming we violated the law. What is our position?

All states have laws forbidding the sale of certain goods to minors. Sometimes it is fireworks or firearms, sometimes it is tobacco, or liquor, and sometimes it is drugs and medicines of various kinds. Where a dealer makes a sale in violation of law he is not only criminally responsible, but is liable in damages for all the injuries that come directly from the fact that he sold a forbidden article to a minor.

In many cases, however, the courts have held that where a minor brings an authentic order from some adult who had a right to buy the sale was not to a minor, who was merely the messenger. That is one thing that bears upon the case submitted.

But the main thing that bears upon it that the accident was not the direct result of the sale to the minor, even if that sale was illegal. If he minor had gotten the cartridges and had gone off with them and hurt himself, the dealer might have been liable, but he took them home and gave them to his father. The father gave them back to him, and as the result of distribution among some other boys, the accident happened. This case ought to be brought against the father, not against the dealer; the latter is not responsible at all. The same thing could have happened if the father had done the buying personally.

* * *

We make a purchase of a tank of linseed oil, the contract calling for 8,000 gallons of oil. We forwarded tank car for this linseed oil to be loaded in, and instead of loading only 8,000 gallons, the tank was loaded with 8,100 gallons.

The price of linseed oil advanced over our contract price, and we refused to pay the shippers over our contract price for the entire tank. The shippers claim that we should pay the contract price for 8,000 gallons and for the additional 100 gallons we should pay the advance, or the market price on the date of shipment. We did not authorize the shippers to ship us the extra 100 gallons, and they did so of their own accord. According to custom of the trade, are we liable for the additional price on the excess quantity shipped over contract?

A great many manufacturers and jobbers print on their letterheads some wording like this: "All quotations subject to change without notice." The law doesn't pay much attention to these stereotyped phrases, and if the offer in the letter was definite and complete, the above wording will not be allowed to detract from it. Of course a man who is quoting a price on merchandise by mail can always make such quotations subject to market changes if he wishes to, but the chance is he will get few people to deal with him on such an indefinite basis. All he would need to do is to add a last paragraph to the letter itself, as follows:

This quotation is conditional upon the goods not being sold or the price having advanced prior to the receipt of your acceptance.

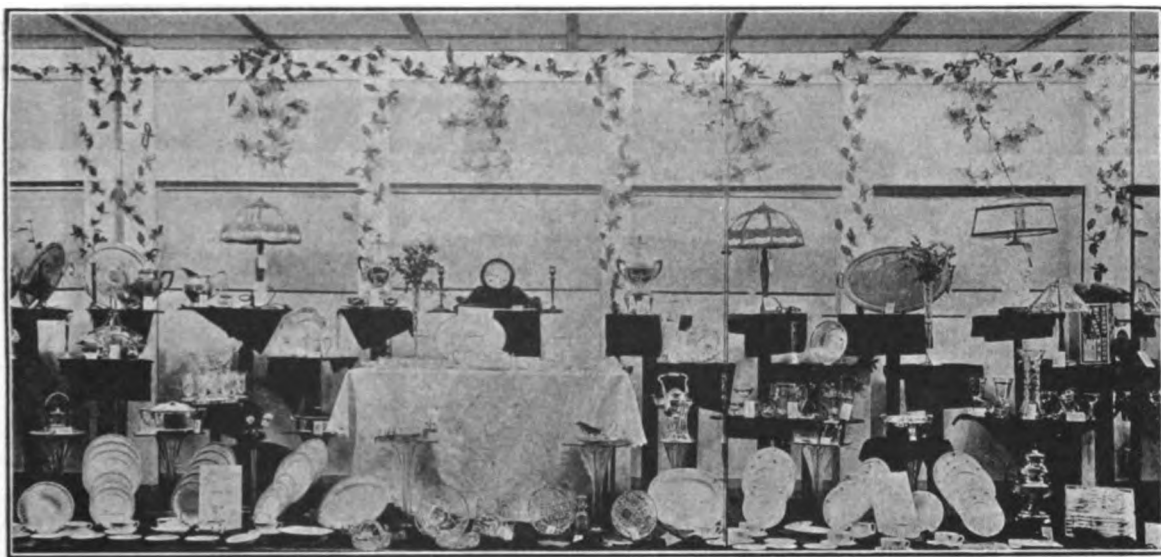
If the Chicago manufacturer in the cited case had put this in his letter, my correspondent would have no case, because he would have had notice that as to this particular offer there were two chances that his acceptance might not get through—the first that the goods might be sold and the second that the price might have advanced, either or both before the acceptance was received. In the above case he only had notice of one contingency, and that not having occurred, I believe the seller is bound.

I need hardly add that the seller's plea that "the quotation was a mistake" will not help him any.

It is getting to be a common thing for a seller who quotes by mail, to put in his letter, "subject to confirmation." This is often used so as to afford another loophole in case the seller wishes to lie down. Of course, in very many cases it is used for perfectly legitimate reasons. In one case submitted to me recently, two parties had made a contract for futures which contained the words "subject to confirmation." The order was sent on to the seller, who admitted receiving it, but it was never formally confirmed, and when the market later advanced, the seller tried to back out, on the ground that the order was not in force because it had never been confirmed. The buyer proved, however, that the same seller had accepted several orders from him, all containing "subject to confirmation," without ever actually confirming the order after receiving it, so the court held that by his course of dealing, the seller had waived his requirement.

We like the "Hardware World" very much and consider it one of the most interesting trade papers that is brought to our notice, and if such is the fact from a manufacturer's view point, it surely must be more so from the standpoint of the jobber and dealer.

STANLEY RULE & LEVEL CO.,
New Britain, Connecticut.



Whether it is effective advertising, or attractive Window displays, the ability of C. B. Hunt, who has charge of this department for Pettie's, Oklahoma City, Oklahoma, is everywhere recognized.

Mr. Hunt is a well posted man, you would know it if you would ever go in their institution. He seems to have the knack of knowing not only how it should be done, but of doing it, and doing it effectively.

Here is a display of China, Glassware and house furnishings that would never fail to arrest the attention of passers-by, either sex, but particularly does it appeal to the women folk, for there is nothing that a woman loves so well as an attractive dinner service.

The background used were sliding doors with autumn leave trimmings around each panel. Next to these, pedestals displaying Service Trays, Lamps and Percolators, give sufficient light and background to form a pleasing contrast to the China, glass and silverware display in the foreground.

As practically every merchant handles China, glassware and silverware and house furnishings, right from his own stock, can such displays be made.

Mr. Hunt tells us that in his opinion Window Display advertising is absolutely the best for retail stores, for immediately a display is put in sales begin.

They change their windows once a week, some times a portion of them two or three times a week. They get people in the habit of passing by to see what "Pettie is showing." Some of their displays they hear customers speak of for two years after they have been used. Perhaps they may not remember the exact description of the article they saw, but it appealed to them so strongly that it remained in their memory so that when they needed that particular article they knew just where they had seen it.

"IF"

(With Apologies to Kipling)

If you can win a husband without trying,
And make him think that He's the prize—
not you;

If you can trust him when you know he's
lying,
And never let him know you knew;

If you can wait, and wait, and keep on waiting,
And greet him, when he comes, with smiling
eyes,

And listen to the old equivocating,
And never say too much, or look too wise—

If you can love him, minus shave or collar,
If you can cook when cooking's not your aim,
If you can coax for every single dollar,
And go on being "grateful" just the same;
If you can hear the earnest words you've
spoken,

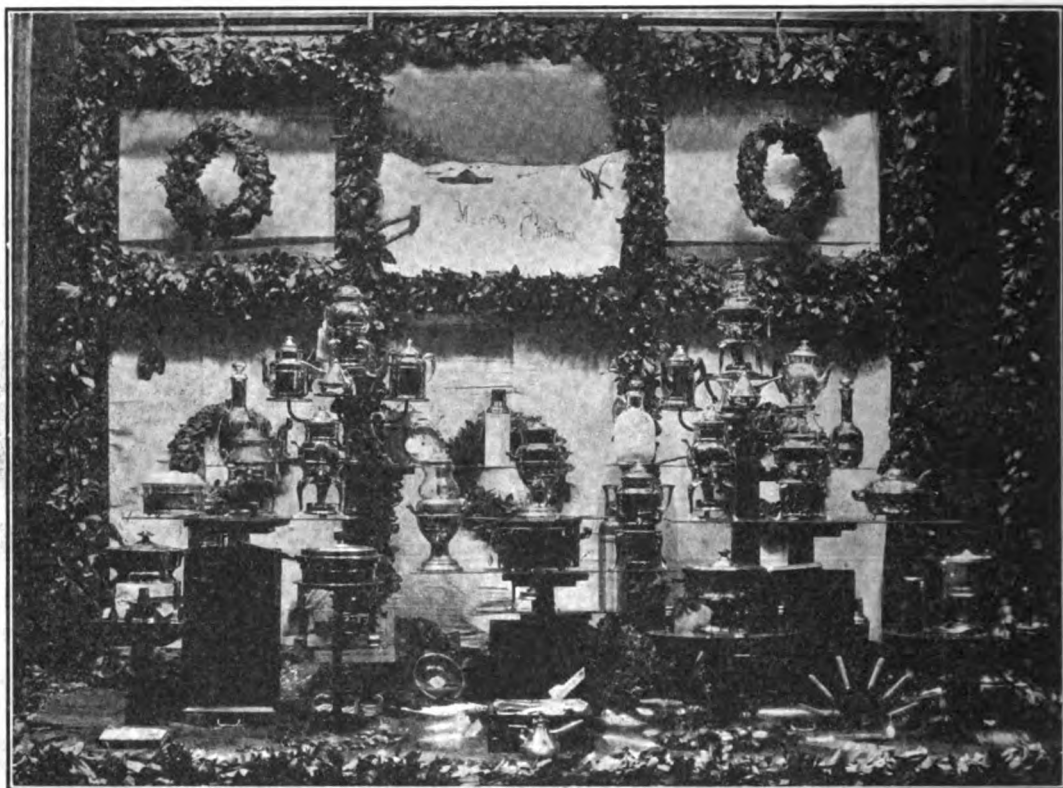
Twisted to make them sound inane, absurd,
Or see your dearest hopes and idols broken,
And never, never say a single word;

If you can make one heap of your illusions,
And risk them on One Man—to stand or fall—
And finding all your fairest dreams delusions,
Can still declare that He was worth them all;
If you can force your heart and nerve and sinew
To keep a smiling face until the end,
And never show what thoughts are seething in
you,
And seem to feel the joy that you pretend—

If you can have your "say"—and then keep
Quiet,
And never lose your gentle little "touch,"
If you can hide his weakness or deny it,
And other men don't interest you much;
If you can spend each day and hour and min-
ute
In pleasing him, and never make a blunder,
Well, matrimony's yours—for all there's in it,
And—what is more—my girl, you'll be a
Wonder!

The Graham Hardware Co., Wynne, Arkansas, have been incorporated with a capital stock of \$10,000. They also handle implements.

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.



Here is another successful Window that was put on last Christmas by W. L. Fulton, for the Manchester Hardware Company, Manchester, N. H. It is a display that makes instant appeal, especially at Christmas time to every member of the household. Men are proverbially lacking in knowledge as to what to get for "her," and it needs just such suggestions of useful articles as that shown in the display. In New Hampshire and the Northern states the snow scene at the top perhaps need not be utilized for it is in daily evidence, but in the South a representation of the winter scene is sure to awaken memories, or suggest how nice it would be to spend a "White" Christmas in the North. With the useful article that every hardware merchant carries in stock such displays are sure to be effective at this season of the year.

WINDOW DISPLAY SUGGESTIONS FOR SMALL MERCHANTS

American people are "strong" for "variety," and the merchant who learns to appreciate the fact, is learning something that will put money into his bank account.

One of the best methods of meeting competition is to follow out the variety idea by changing your window displays often.

This gives your business an air of progressiveness and liveliness. Keep this up. It will be well to use as much originality as possible.

One should try to carry out a definite schedule, changing the windows "every so often." It means lots of work, but persistence pays. No degree of success in window display advertising can be accomplished without "constantly keeping at it."

Even Simplest Displays Help.

If you are anxious to put in a hardware display, just stop what you are doing, and go ahead with one. It may be a very simple display, but don't let that stop you. If it is even nothing but a well-lettered card in the window

with the words on it "Hardware Specialties," and some pots and pans around it, there will be some advantages to it.

Another simple idea will be to run a string or wire directly across the window and fasten various hardware articles to it at different points along the string or wire—a wrench, measuring tape, knife, chisel, hammer, etc. Also always show prices.

You can make that "window trim" in ten minutes.

One man said, "I am going to do that tomorrow."

The other man said, "I did that yesterday."

And in these two sentences were written the life stories of the two men.

.....
 : I read every issue of the **HARDWARE WORLD** :
 : and like it immensely. :
 : B. CHRISTIANSON, :
 : South Dakota. :
 : Larson Hardware Co. :
 :



Here is a California merchant's unusual hunting display. This was made by George M. Harris of Pomona, Cal. It is such a scene as one would witness in the tulars in many sections of the far West at this time. It arouses the hunting blood and makes instant appeal to the sportsman. It resulted in many sales for this enterprising merchant.

STANLEY WORKS' EMPLOYEES DOING THEIR BIT

More than one hundred employees of the Stanley Works have left their positions to fight for Uncle Sam. They have gone with the National Guard, Officers' Reserve Camps, the new National Army, Navy, Ambulance Corps, and some, who for physical reasons were not accepted in other divisions, have entered the Government Munition Inspection Service.

Those employees who still remain at their regular work are doing everything that they can to back up their boys. Under the auspices of the Stanley Club a weekly letter on office and factory happenings is being sent to each former employee now in the Government service. Recently an entertainment was given for a fund to buy tobacco for Stanley Works' soldiers.

An average of one hundred girls employed in the office do Red Cross work one evening a week. They do this work in the office and the company supplies them with supper.

A fund has just been raised among the employees of the Stanley Works to purchase a complete ambulance equipment and present it to the Government, and one of the men now working in the cold rolled steel mill has volunteered to drive it.

For both the first and second Liberty Loans

the company has sold bonds to its employees for weekly payments extending over a year. On this basis over \$100,000 worth of bonds were subscribed to for each loan, or an average of about \$40 worth of bonds for each Stanley Works' employee.

The Coquille Hardware Co. are having new building erected for them at Coquille, Oregon, which will give them facilities for carrying an increased stock.

F. E. Hague's Pioneer Hardware Store at Marshfield, Oregon, has absorbed the Sumner Hardware Co. Mr. Sumner will be employed by Mr. Hague. A new building will be occupied by the company as soon as it is finished.

J. Korber & Co., Albuquerque, New Mexico, have found it necessary to increase their store and display facilities and are planning for a big year's business in 1918.

READS THE HARDWARE WORLD TO KEEP IN THE GAME

While I am in the general merchandise business in Indiana, yet I still read the "Hardware World," and I certainly want to keep in the game, because I expect to continue to handle a little hardware stock, and perhaps get into it bigger in the future. C. M. STUDEBAKER. Indiana.

Things I Have Noticed in a Hardware Store

I HAVE noticed that when the salesman makes me a present of a screw or of a bolt—some very small article that fits a very great need just then—my feet have a strange inclination to take the trail which leads to that particular store, whenever the mind says, "Hardware."

I have been wondering if that particular screw, or bolt, was magnetized, and I have concluded that it was—that a little of the magnetism of human kindness was attached to it and that it affected my heart and made it warm toward that particular salesman. So I go down and spend five dollars with him instead of handing it in to the big store across the street. This is what we call human nature, and the salesman who understands human natures holds his customers. Two things make a good clerk—he must understand human nature, and he must understand hardware.

A Kindly Greeting Worth While.

I have noticed when I go into a hardware store, and every clerk is busy, that if some salesman looks at me, and smiles, and says: "I will be with you in a few minutes"; the waiting time never seems long. I seem to read the mind of that salesman; he is as anxious to serve me as I am to be served; when my turn comes he will give me attention, and as careful service as would be mine if I were the only customer of the day.

When a salesman looks at me in a disagreeable way, as though he said to himself: "Why will people persist in crowding in and making us work so hard?" my feet instinctively turn toward the door, and I rebel against any such thing as a waiting time. This is human nature again for you.

Truth in Selling.

I have noticed that when a salesman places a higher value upon truth than he does upon making a sale I hark back with great content to his abiding place, and say: "John, which make of saw shall I buy?" or: "John, had I better pay five dollars or ten dollars for a lawn mower? Which will be the cheaper in the end?"

The man who saves you money is the man whom you stick to, and swear by. That is human nature again.

All Appreciate "Being Human."

I have also noted that when a salesman takes a little personal interest in me; when he asks how my potato crop is coming on, or remarks that he read my last article in the Daily Scribbler, my heart warms to him, and there begins to be a reciprocity of interest and feeling, and his interests begin to interest me. God has made most people responsive—this also is human nature.

Great is the wisdom of the salesman who understands human nature. When the rain is falling his customers seek his sunshine, and in time of drouth they gather to hear his optimistic predictions of rain. He makes the desires, and hopes, and plans of his customers, his own; they, in return, make his sales their purchases.



LIVE WESTERN MERCHANTS

Drissler & Albright, South Bend, Wash., have been in business about twenty years, and carry a stock aggregating \$20,000. They draw trade from a radius of thirty miles. They specialize in loggers' supplies, boat fittings, mechanics' tools, and carry the regular lines of hardware, doing considerable business in doors, windows, piping and garden tools.

They pay close attention to their customers, and are energetic and progressive merchants. They have no complaint to make as to the business they are doing or the outlook generally.

In the photo herewith M. F. Albright is shown standing, and Mr. Frank Heath, chief clerk, is back of the counter near the cash register.

The Myrtle Hardware Store at Monrovia, Cal., are having their store building rearranged, and are adding materially to the appearance of it, making a number of improvements, which were necessary on account of their increased business.

Harter & Ramsey, who recently purchased the Cameron Hardware stock at Redlands, Cal., have purchased the Central Hardware store at Hollywood.

The Nogales Hardware & Furniture Co., Nogales, Arizona, of which Mr. Loos is president and general manager, reports a most excellent season's business. In addition to hardware and furniture lines they also handle implements and wagons.

'SOM MINING

"Well, Rastus, I hear you are working again. What business are you engaged in?"

"I'se done be engaged in de mining business, sah?"

"What kind of mining are you doing, gold, silver, or diamond?"

"I'se doing kalsomining, sah."

PISTOLS AND PREPAREDNESS

(By Dr. Paul S. Jenkins in *Outer's Book*, Chicago, Sept., 1917)

The New York publication of the legal profession, "Law Notes"—Edward Thompson Company, Northport, Long Island, publishers—printed in its May issue an editorial with the above title that was so much to the point and so refreshing a change from much that has been inflicted on the reading public that we deem it a privilege to give it the added circulation of reprinting it for the benefit of our readers. Its words, entirely unaltered, were as follows:

"In several states there has been some agitation for the enactment of a law prohibiting the possession of pistols or revolvers, and in Kansas a bill to that effect has been introduced. The argument in favor of such a measure is that a person in possession of a weapon is liable on occasion to use it in a rash and unlawful manner.

"This is precisely the argument advanced by the opponents of national military preparedness, and in that application its fallacy has been exposed by the logic of recent events. Disarmament does not prevent war. It encourages the incursion of the predatory and sends the sons of the deluded nation out empty-handed to defend their homes.

"Just so, on a smaller scale, these anti-pistol acts might well be termed laws for the protection of the lawless. New York has had such a law for years, yet "Gyp the Blood" and his like have no difficulty in obtaining a gun when they need it. The criminal who is risking the gallows or the penitentiary laughs at the added penalty of the anti-pistol act, and laughs again when he thinks that it probably insures that his intended victim will be unarmed and helpless.

"If every householder had a good weapon and was trained to use it, burglary and its attendant crimes would decrease rapidly. If the present national crisis teaches us to put a quietus on the misguided individuals who are injecting the serum of milk-and-water into our national blood, it will have served a good purpose."

We wish to know who wrote those words—we'd like to take off our hat to him! Mentally, we've placed him in our private Hall of Fame. Legal Section, along with Moorfield Storey of Boston (author of the great Storr Lectures. Yale Law School, 1911, on "The Reform of Legal Procedure").

For the fact is, the whole argument in the case of anti-firearms legislation—and, for that matter, the anti-preparedness crowd as well—is in the quoted words, and condensed into the simplest terms. We rejoice to find an instance of "the judicial type of mind" so alive to the dictates of common sense as to hold the views contained in those eight sentences.

It's dying out rapidly today, of course, under the influence of the spreading realization of the world's deadly peril from the German hydrophobia, but there has been as much "rot" talked in America on the anti-firearms proposition as on any subject within our memory. We heard a certain eminent scholar—for whom, until that time we had always had the profoundest respect—address a so-called "peace meeting" in the words:

"The case for Peace is very simple. Firearms kill people. Therefore let all the governments in the world unite to prohibit the manufacture of firearms in every form forever—and there will be no more wars, and Peace will have come to stay!"

And the man really believed it! (We wonder what he thought when it was later discovered that the whole so-called "peace meeting" was in reality gotten up by pro-German propagandists in the hope of bringing influence to bear to keep the United States out of the war!) But the said scholar might precisely as well have said: "Hundreds of people are killed every year by automobiles; therefore, in the interests of the preservation of human life, let us prohibit the automobile forever!" He might as well have said: "Hundreds of people are drowned every year; therefore, to prevent this, let us prohibit the practice of swimming!" It never occurred to him to say: "Teach people how to swim; teach people to handle automobiles intelligently; teach our youth the use and care of firearms, and you will reduce these dangers to human life to the minimum!"

If the criminal knew that the chances were that the intended object of his attack—assault, robbery, burglary, what-not—was armed and was thoroughly capable of prompt and effective self-defense, how long would he hesitate before committing his contemplated act of violence? How long? He'd "beat it" in the opposite direction as fast and as far as legs and wind would let him!

Personally, we have cultivated the firearms hobby as almost our only form of recreation for over thirty years. We have probably fired far over 50,000 shots in that time, with every kind of firearm we could lay hands on. Precisely twice in those thirty years has the emergency hour arisen when nothing skilled and instant readiness with firearms would avail to defend one's person or that of another. In one case we found a man breaking into our house in the middle of the night; but the muzzle of a shotgun at his head reduced him to submission, and the police identified him as a maniac escaped from an asylum for the criminal insane! Nice chance we'd have had for immunity from his intentions if it had not been for that gun, wouldn't we? The other case was that of a woman hurrying home late one night and attacked at a secluded spot by a drunken

brute. We heard her scream, and in a mighty few seconds had the villain covered by our biggest revolver—just as he had his own gun halfway out of his hip-pocket! And we have reflected innumerable times since on the comment of the good Irish policeman to whom we presently told the story and who remarked: "Well, sorr—if there was more gintlemen as handy-like with a gun as yerself, there'd be none of this divil's work goin' on in this counthry!" In that hour we rejoiced for every bit of our years-long devotion to the recreation of skill with firearms. It was worth all it cost, for the sake of happening to be prepared and "quick on the draw" right then and there!

Has the reader ever stopped to think what has kept Switzerland from attack, invasion and ruin in the present war? The Swiss themselves attribute it to this, that at the last great Swiss maneuvers before the war the German Emperor, an invited guest, looked on, and remarked: "A fine display; But of course, we of Germany could at any day send across your border just twice as many men as your entire army!" To which the Swiss general to whom the comment was addressed answered: "In the case, Your Highness, each of our men would have to use two cartridges!"

Remember!—Adequate Preparedness spells Immunity!—and nothing else does!

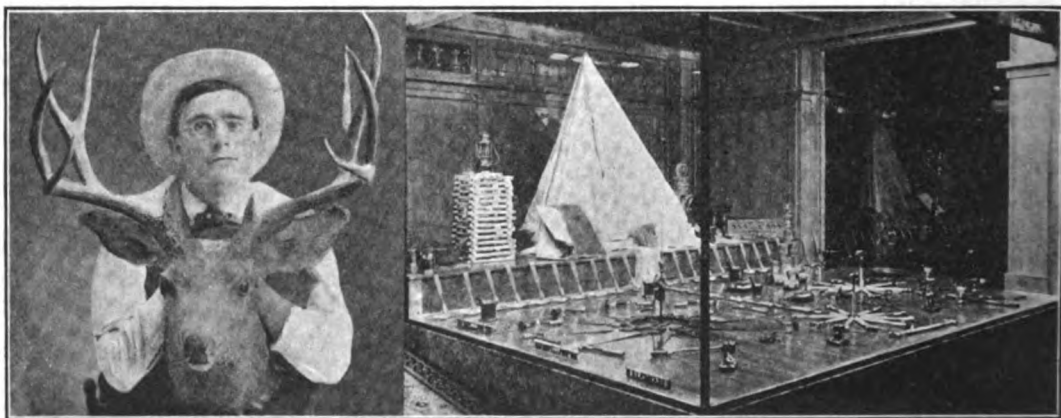
THE KNOCKERS

By Edgar A. Guest.

I know he must be doing well,
I know he's getting on;
His work has now begun to tell,
His struggle time has gone;
He now has passed the dreary days,
The lonesome ones and grim,
And now is treading better ways,
For folks are knocking him.

His skill has caught the eye of men,
His worth is seen at last;
He's left the throng that knew him when
His skies were overcast.
He's won the laurel for his brow
By toil and pluck and vim,
And he is doing real work now,
For folks are knocking him.

The Knocker is a curious cuss;
He never starts to whine
Or fling his envious darts at us
Until our work is fine.
It's only men with skill to do
Real work he tries to block,
And so congratulations to
The man that knockers knock.



THE WINDOW AND THE MAN WHO DID IT

George P. Jackson, who is connected with the Central Commercial Co., Inc., Kingman, Arizona, sends us a photo of a mining supply window, which he designed and installed for the above company, which he says was a business getter for them.

Business in all the mining districts throughout the West, especially in Arizona, has been unusually good, and Arizona's enterprising merchants are making the most of the opportunities that come to them. All mining districts are very prosperous.

The Van Dieson Hardware Co. are successors to Van Gieson & Collins at Braman, Oklahoma.

Ed Nolan and E. F. Brickley are now in charge of the J. J. O'Neil hardware business at Yreka, Cal., Mr. O'Neil having moved to Santa Cruz, Cal., where he is engaged in the paper and pulp business.

P. M. Engelhart has sold his stock to S. J. Davidson at Waubay, South Dakota.

The Baker Hardware & Implement Co. are successors to the Granbury Buggy & Harness Co. at Granbury, Texas.

The Holgate-Enderson Hardware Co. has been incorporated at Brownfield, Texas, with a capital stock of \$10,000.

SUBTRACTION

"Now, in order to subtract," the teacher explained, "things have always to be of the same denomination. For instance, we couldn't take three apples from four pears, nor six horses from nine dogs."

"Teacher!" shouted a small boy, "you can take four quarts of milk from three cows."

COMING CONVENTIONS

Oklahoma Retail Hardware Association Convention, Oklahoma City, Dec. 4, 5, 6, 1917. W. B. Porch, secretary, Oklahoma City.

Western Retail Implement, Vehicle and Hardware Association Convention, Kansas City, Mo., Jan. 15, 16, 17, 1918. H. J. Hodge, secretary, Abilene, Kan.

Pacific Northwest Hardware and Implement Association Convention, Spokane, Jan. 16, 17, 18, 1918. E. E. Lucas, secretary, Hutton Building, Spokane, Wash.

Mountain States Hardware and Implement Association Convention, Adams Hotel, Denver, Colo., Jan. 22, 23, 24, 1918. W. W. McAllister, secretary-treasurer, Boulder, Colo.

Texas Hardware and Implement Association Convention and Exhibition, San Antonio, Jan. 22, 23, 24, 1918. A. M. Cox, secretary, Laredo.

Indiana Retail Hardware Association Convention, Indianapolis, Jan. 29, 30, 31, and Feb. 1, 1918. M. L. Cory, secretary, Argos.

Nebraska Retail Hardware Association Convention, Lincoln, Feb. 5, 6, 7, 8, 1918. Nathan Roberts, secretary, Lincoln.

Wisconsin Retail Hardware Association Convention, Milwaukee, Feb. 6, 7, 8, 1918. P. J. Jacobs, secretary, Stevens Point.

Iowa Retail Hardware Association Convention and Exhibition, Des Moines, Feb. 12, 13, 14, 15, 1918. A. R. Sale, secretary, Mason City.

Pennsylvania and Atlantic Seaboard Hardware Association and the New York State Retail Hardware Association Joint Annual Convention and Exhibition, New York City, Feb. 12, 13, 14, 15, 1918. Headquarters, Hotel Astor, for both associations. Exhibition in Madison Square Garden. W. P. Lewis, Huntington, Pa., secretary-treasurer Pennsylvania and Atlantic Seaboard Hardware Association, and John B. Foley, City Bank Building, Syracuse, N. Y., secretary, New York State Retail Hardware Association.

Michigan Retail Hardware Association Convention, Saginaw, Feb. 12, 13, 14, 15, 1918. Arthur Scott, secretary, Marine City.

North Dakota Retail Hardware Association Convention, Grand Forks, Feb. 13, 14, 15, 1918. C. N. Barnes, secretary, Grand Forks.

Illinois Retail Hardware Association Convention, Hotel Sherman, Chicago, Feb. 19, 20, 21, 1918. L. D. Nish, secretary, Elgin.

Minnesota Retail Hardware Association Convention, St. Paul, Feb. 19, 20, 21, 22, 1918. H. O. Roberts, secretary, Metropolitan Life Building, Minneapolis.

Ohio Retail Hardware Association Convention, Columbus, Feb. 19, 20, 21, 22, 1918. James B. Carson, secretary, Dayton.

South Dakota Retail Hardware Association Convention, Mitchell, Feb. 25, 26, 27, 28, 1918. F. J. Shepard, secretary, Mitchell.

The Paris Hardware Co., Paris, Texas, has been incorporated with a capital stock of \$30,000 by F. K. Harver, C. F. Davis and H. Starks.

Rutherford and Newman have disposed of their plumbing shop at King City, Cal., to Irving Kelly, formerly of Brookdale, Cal.

RENEW BECAUSE SO GOOD.

Enclosed find our renewal of subscription for three years. When we first subscribed for the "Hardware World" it was because it was so reasonable in price, and we are now renewing our subscription because it is so good, and because we consider it the best paper on hardware subjects that is published.

TINTIC MERCANTILE CO., Utah.

DETROIT AUTOMATIC HARDWARE SCALE

A Machine that Automatically pays for itself in the saving of time and overweight.



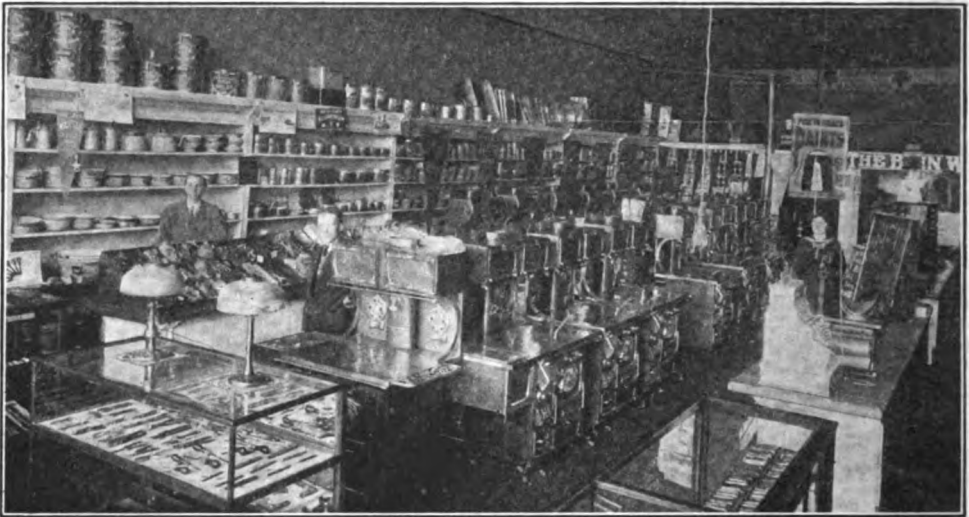
Model No. 74
Hardware Scale

It tells instantly and Automatically the Weight, Price and Value of any commodity placed on the platform

Sold for Cash or on Easy
Monthly Payments

"Ask Us About It"

Detroit Automatic Scale Co.
Detroit, Michigan



LIVE OREGON MERCHANTS

Among the enterprising merchants of the Pacific Northwest, who stand well with their customers, as well as with the manufacturers and jobbers are Craven & Huff Hardware Co., Independence, Oregon. In the snap shot herewith Mr. W. E. Craven is back of the counter, while W. M. Huff is shown standing near the line of stoves. Miss Florence Boaling, the bookkeeper, is likewise shown in the photo.

They carry a stock amounting to some

\$12,000 to \$15,000 and carry full lines of hardware and implements, which include the P & O line. They draw trade from a radius of fifteen to twenty miles around. As side lines they are selling oils, auto supplies and some saddlery goods.

The estate of H. E. Wilder of Vallejo, Cal., report a very busy season, and they are preparing for a busy year in 1918. They carry full lines of hardware, paints, oils, and do a general business in plumbing, tinning and sheet metal work.



BRIER HILL STEEL CO.
OF CALIFORNIA



STEEL SHEETS

ALL KINDS

Stock or Mill Shipments

Mills at
Youngtown
Ohio

WRITE FOR PRICES
WE WILL DO THE REST

Mills
at Niles
Ohio

Large Stock in San Francisco

359-365 MONADNOCK BUILDING, SAN FRANCISCO

UNIVERSAL

SERVICEABLE GIFTS

FOR SENSIBLE PEOPLE

Every Christmas, but particularly in war times, the utility of a gift as well as its appearance should be most carefully considered. National economy demands careful expenditure of money and careful selection of gifts. This year your trade will seek those articles which perform a practical service and which are not only certain of appreciation at holiday time, but which

Make a Merry Christmas Last the Whole Year Through

The UNIVERSAL line is the best solution of gift problems. Those whose idea is not to waste money on useless articles but to give gifts of beauty, service and value turn quickly and confidently to the UNIVERSAL line.

Now is the logical time to launch a big drive for holiday business. Make window and counter displays of UNIVERSAL goods featuring the serviceable gift idea and make this Christmas the supreme selling season of your business career.



UNIVERSAL
Electric Toaster No. E946
\$5.00



UNIVERSAL
Electric Chafing Dish No. E940
\$18.00
Others from \$13.00
upward



UNIVERSAL
Electric Coffee
Percolator
No. 9644, \$11.50
Others from \$8.00
upward



UNIVERSAL
Cafemolra
No. 14, \$5.00
Other Styles
\$4.50 to
\$16.50



UNIVERSAL
Electric Four-Heat Grill
No. E984—\$7.50



UNIVERSAL
Percolator No. 1487
17 Cups—\$15.50
Other Styles \$18.25 and
upward



UNIVERSAL
Bread Maker
No. 4—6 Loaves—\$3.00
Made in 4 sizes,
\$2.00 to \$3.50



UNIVERSAL
Food Chopper
No. 1, \$1.65
Others \$1.35 to
\$2.75



UNIVERSAL
Bean Pot No. 87416
Silver Plated—\$6.80
Others from \$3.50 upward

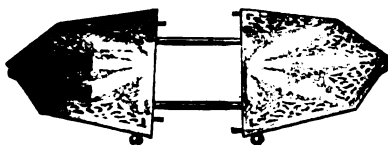


UNIVERSAL
Vacuum
Bottles
\$2.00 to \$6.00



**Landers, Frary
& Clark**
New Britain, Conn.

Pacific Coast Office
150 Post St., San Francisco



UNIVERSAL
Trivet Tray No. 85580—\$8.40



Carvers, Pearl Handles, No. 742
Other Carvers from \$3.00 per set
upward

Paint Oil and Varnish



CONSTRUCTIVE SALES POLICY FOR MERCHANTS

Although John Lucas & Co.'s headquarters are in that "cradle of liberty," Philadelphia, the home of many patriotic manufacturers, it is not altogether patriotism that actuates them in undertaking to help the retail merchants solve their selling problems, and increase their business.

Neither would they claim such to be the case, but nevertheless they are entitled to the thanks of the retail merchants for what they have undertaken, and with the proper spirit of co-operation.

There is not a retail merchant, but who would be benefited, and would get some ideas and suggestions from what these manufacturers are doing.

Briefly stated, they are endeavoring to teach the retail merchants the science of retail success, and with that end in view some time ago they began an investigation as to the why of such a large percent of the failures among retail merchants.

They are issuing a book entitled 100% Retail Selling, which embodies the results of their investigations, and it applies to merchants in every line. It records the actual facts and figures in many cases; it gives illustrations that will help the retail merchant to diagnose his own case, and prove the truth of what they say.

Ernest T. Trigg, the vice-president and general manager, has devoted a great deal of time and thought to the work, in which he is assisted by their force of salesmen and employes, and generously sends representatives to consult with the merchant upon the problems affecting him.

We shall have more to say of what they are doing in a subsequent issue, and refer to the work that they are doing, but we simply want to suggest to our readers in this brief message that they get in touch with John Lucas & Co., and ask for these plans, which are freely offered, and which cannot help but prove beneficial to every merchant, no matter how efficient his methods may appear to himself.

Drowning your troubles is easy to try,
But I fear your chances are slim,
For you'll discover as time loiters
That your pesky old troubles can swim.

FACTS BRIEFLY STATED

As paint pigments, Silica and Flake Graphite are absolutely unchangeable. Paints made with these pigments possess the greatest possible durability, films remaining elastic after years of service.

No chemical action can occur between the pigment and the vehicle. Graphite is the most water-repellent pigment known, and paints made with it are the best water excluders, thus preventing corrosion.

Because of the unctuous quality of the graphite, the paint is easily applied, thus insuring good work, and good work is as important as good paint.

HOW DO YOU FIGURE?

Do you divide the years of service into the cost of paint, plus the cost of labor? If so, you have the correct method of figuring the yearly cost of paint protection.

If you have metal surfaces or any exposed surfaces, whether of metal or wood, to repaint, it will be worth your while to purchase Dixon's Silica Graphite Paint because the longer service and better quality of Dixon's Paint are worth a great deal more than a few cents per gallon.

The careful and cautious user of paint will appreciate this fact. For over fifty years the slogan and standard of the Dixon Co. in the matter of paint has been "the best and one grade only." If anyone is looking for a low-priced paint and does not care about quality and long service, the Dixon Co. has nothing for him; but if he desires quality and long service, Dixon's Silica-Graphite Paint is the best for him.

Write the Joseph Dixon Crucible Co., Jersey City, New Jersey, and watch Dixon's house organ, Graphite, for long service records.

All the Gore in the Senate is opposed to bloodshed, but it takes Weeks to do things there.

It would be a great gain to civilization if every child were taught to know the rights of others, to respect the rights of others, and to improve opportunities. They are not easy lessons, and they are sadly neglected in most college courses.

JUST HORSE SENSE

When somebody offers you twice as much as the regular price to do a certain job, you may be sure that it is a mighty hard job!

Think of this when you are told what a "splendid profit" some unknown, because unadvertised, brand gives you. You will have to work hard to get rid of it—if you ever do. You will probably, finally, have to cut the price down.

Your customers know the advertised brands. They have known them for years—sold them for years.

These advertised brands please your customers—they "repeat" and "repeat"—they give you quick turnovers.

And quick turnovers are the life-blood of your business.

Stick to your Old Reliable, Advertised brands!

CAN ANY ONE TELL?

When the English tongue we speak
Why is "break" not rhymed with "freak"?
Will you tell me why it's true
We say "sew," but likewise "few";
And the fashioner of verse
Cannot cap his "horse" with "worse"!
"Cow" is cow, but "low" is low.
"Shoe" is never rhymed with "foe."
Think of "hose" and "dose" and "lose";
And of "goose" and also "choose."
Think of "comb" and "tomb" and "bomb";
"Poll" and "roll," and "home" and
"some";
And since "pay" is rhymed with "say,"
Why not "paid" with "said," I pray?
We have "blood" and "food" and "good";
"Mould" is not pronounced like "could."
Wherefore "done," but "gone" and
"lone"?

Is there any reason known?

I want to receive the **HARDWARE WORLD** regularly each month. It is a great aid to me in my business.
A. R. NEWPORT, Illinois.

DI-MEL-INE

PAINTS • STAINS • ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. **RETAILS 15 CENTS**—no larger sizes. Big Value for user; **Big Profit for You.** A popular seller with Hardware trade. Assortments contain all 29 colors; Display matter included.
Dealer's Assortment (30 Dzs.).....\$33.00
Jobber's Assortment (12 Dzs.).....\$13.50
Open Stock, all colors, per gross.....\$14.40
 2% Freight allowance, F. O. B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

MORTAUX PAINT MFG. CO.

169-173 Second Ave., BROOKLYN—NEW YORK
 Townley Metal & Hdwe. Co., Kansas City, Mo.
 Pacific Wooden Ware & Paper Co., Oakland, Cal.

RUBBERSET

(TRADE MARK)

PAINT BRUSHES

are selling so rapidly that our factories—the largest in the world—are taxed to the utmost. But no matter how great the demand may be we will never sacrifice for mere volume, one single detail in the superior quality which gave RUBBERSET Brushes

The Gold Medal

highest award for brushes at the
Panama-Pacific Exposition

This award *proves* RUBBERSET best. Are you pushing the best and best selling brushes?

RUBBERSET COMPANY

(R. & C. H. T. CO., Props.)

Factories - Newark, N. J.

Pacific Coast Branch, 682 Mission Street
San Francisco, Cal.

Full Toilet Brush Line Carried at San Francisco Branch. Write for Prices, Catalog, Etc., on Shaving and Paint Brushes





SAN-A-COTE

(Can be Scrubbed)

For Walls and Ceilings

MANUFACTURED BY

THE BRININSTOOL CO., LOS ANGELES.



THE OTHER FELLOW'S SIDE

When you're forming your opinions
 Do it carefully—go slow—
 Hasty judgments oft are followed
 By regretting—that I know—
 And in argument, be careful—
 Not too quickly to deride—
 Try to look upon the subject
 From the other fellow's side.

Ah, if you would use but caution,
 And a little less of self!
 Think a little more of kindness
 And a little less of self,
 Try to help the other fellow
 Not to hurt him—don't you see
 How much fairer, brighter, better
 This old world of ours would be!

O'er and often I've discovered
 That the other fellow knew
 Lots of things about some subjects
 Which I didn't think were true;
 And I'd still be groping vainly,
 In my flick'ring light and dim,
 If I hadn't hesitated
 While I hearkened unto him.

Keep the path your mind would travel,
 Broad and open all the way;
 Walk with Wisdom's comrade—Caution—
 Heeding all he has to say;
 And no matter what arises,
 Ere against it you have cried,
 Try to look upon the subject
 From the other fellow's side.

Stewart Bros.
 Hardware Com-
 pany of Mem-
 phis never lose
 an opportunity
 to co-operate in
 every civic mat-
 ter, which will
 promote the
 welfare of their
 community.

Here is a photo
 of a window
 display pub-
 lished in our
 September is-
 sue, which was
 awarded a prize
 for the best
 display in The
 Buy A Home
 Campaign re-
 cently conduct-
 ed there.

They had a
 special object in
 wanting to show
 various designs
 of hardware
 trim they could
 furnish in this
 campaign.

Scott Carpen-
 ter, who has
 since enlisted in
 the Second Ten-
 nessee Volun-
 teers, was re-
 sponsible for
 their attractive
 windows. They



are enterprising merchants and needless to say they read the "HARDWARE WORLD" religiously.

ROYAL Advertising
starts them
coming

ROYAL Quality
keeps them
coming



**In Season
and Out**

**A
Continuous
Sales Booster**

A big advertising campaign for every month in the year including free Newspaper advertising, Mechanical Displays, Movie Films, etc.

There's 60 years "Know How" back of the making that assures a quality in every can that's "Sure to Satisfy."

SOME LIVE JOBBER IS GOING TO—

Open up a lot of new accounts with good dealers in your territory by securing the exclusive agency for

ROYAL Paints and Varnishes

Back of the "Sure to Satisfy" quality of all Royal Products,—Paints, Varnishes, Enamels, Stains, Cements, etc., is the most unique trade-tempting advertising right in the dealer's home town—the pioneer year-round campaign to keep the goods going out and the profits coming in.

A most liberal territory arrangement, worth while co-operation and a generous profit is the proposition we have to offer some up-and-doing jobbers in the Western states. Let us tell you about it. Send for the big Royal Portfolio, "Profits vs. Cobwebs."

The A. Wilhelm Company

READING, PENNA.

Boston,
New York





E. E. BROWN

Western Representative Crew-Levick Co.

In keeping with their policy to render close co-operation with the jobbing trade, about a year ago Crew-Levick Co. established a Pacific Coast branch at San Francisco, and selected as their representative E. E. Brown, a thoroughly well informed and capable man, who has been identified with the automobile and accessory game for a number of years.

Mr. Brown enjoys a wide acquaintance, and stands well with the trade. In carrying out the sales policy of the Crew-Levick Co. they have secured some most excellent jobbing accounts, among whom are the Pacific Hardware & Steel Co., Seattle Hardware Co., Strevell Patterson Hardware Co. and others. To have such connections is likewise a high compliment to the merits of their products.

Russia has no standing army. When it isn't pushing ahead, it is backing up.

THE DECIDING PLAY OF MY LIFE

When I first went to work as a youngster in my teens, I had a theory about the proper way to get ahead. My scheme was to approach each task, no matter how small, with the idea that it might possibly be the thing which would determine my whole future.

To illustrate: A few years ago there was a baseball team which came within half a game of winning the pennant in one of the big leagues. The race was so close during the last dozen games that every player strained to his utmost. One more safe hit at a critical point might have turned the trick. Now, this one more hit might just as well have been obtained earlier in the season.

There doubtless were many occasions when just a little more intelligent playing might have won an additional game, and that additional game, carried along to the team's credit until the end of the season, might have meant the championship. The trouble was that each player did not regard each and every play throughout the season as the deciding play.

I must have had it in mind that each little thing I was assigned to might be a deciding play. I frankly assumed that anything done a little better than some other fellow did it might, perhaps, bring its reward in the form of promotion. Not knowing which task might attract attention to me, I simply tried to play safe and do each thing with as much thoroughness as I could, never doubting that sooner or later somebody would take notice. The point was that I had to get ahead, and it was simply a question of doing the little things as they should be done—better, if possible, than someone else was doing them. Maybe this was merely following the line of least resistance, doing the work in a way that would not bring a "call-down" from the boss, but it sort of grew into a habit. Any young fellow will find it just as easy to acquire good habits as poor ones.—Thos. E. Wilson in "American."



AND

What It Means to You, Mr. Dealer

For 25 years G & J Tires have stood for dependability in tire service—dependability that has been the standard for all tires from the days of the old high-wheeled bicycles to the twin-six of today.

G & J Tires are satisfactory tires to sell, and the dealer who handles them is the dealer who has the best interests of his customer at heart.

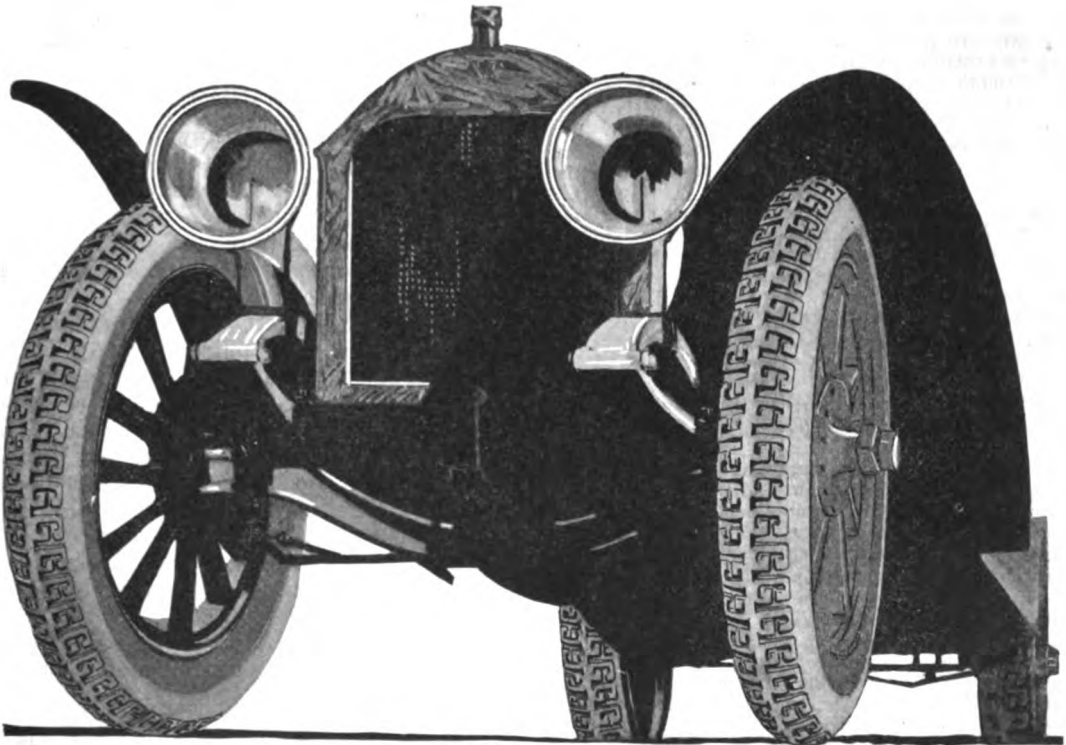
Motorists everywhere, in increasing numbers, know that they cannot go wrong on G & J Tires.

And, Mr. Dealer, you are safeguarding your own bank account, your business future and your profits when you sell the tire with the name behind it—the G & J Tire.

Why not start right in now to “look ahead” and not only hold the tire trade you’ve got, but increase it by selling G & J Tires?

Thomas-Ogilvie Hardware Co., Shreveport, La.
 J. W. Murchison & Co., Wilmington, N. C.
 Teague Hardware Co., Montgomery, Ala.
 Mitchell-Powers Hardware Co., Bristol, Va.-Tenn.
 Barker-Jennings Hardware Co., Lynchburg, Va.
 L. W. Gunby Co., Salisbury, Md.
 Shannahan & Wrightson Hdwe. Co., Easton, Md.
 Charlottesville Hdwe. Co., Charlottesville, Va.

Chas. Leonard Hardware Co., Petersburg, Va.
 Harper & McIntire Co., Ottumwa, Ia.
 Miller Bros. Hardware Co., Richmond, Ind.
 Townley Metal & Hdwe. Co., Kansas City, Mo.
 Wyeth Hardware & Mfg. Co., St. Joseph, Mo.
 Frank Colladay Hardware Co., Hutchinson, Kan.
 Hackett-Gates-Hurty Co., St. Paul, Minn.
 Hudson-Thurber Co., Minneapolis, Minn.





LIVE WIRE SELLING ORGANIZATION

We doubt if a more enthusiastic or live selling organization was ever grouped in one photo than that of a portion of the Bailey-Drake Co.'s sales force shown herewith.

Reading from left to right they are E. E. Voorhees, San Francisco office; Dick Hollingsworth, Seattle office; Don E. Bailey; Paul Gardiner, Los Angeles office; Fred V. McGraw, Kansas City office.

The Bailey-Drake Co. was established in 1908 by Don E. Bailey and Edward E. Drake. At that time Mr. Drake was general sales manager for the Remington Arms-Union Metallic Cartridge Co., with headquarters in New York, although he had previously been connected with Dunham, Carrigan & Hayden of San Francisco, and the Holley-Mason Hardware Co., Spokane, Wash. He joined the company actively in 1914.

The Bailey-Drake Co. confine their efforts exclusively to the wholesale trade, and in addition to covering the western part of the United States, they have local representatives in Honolulu, Manila, Osaka and Sydney, through whom they cover the entire Orient.

They maintain sales offices at 149 New Montgomery Street, San Francisco; 236 Title Insurance Building, Los Angeles; the L. C. Smith Building, Seattle, and they have recently moved their Denver office to Kansas City.

Out of the Kansas City office they cover the states of western Missouri, Nebraska, Kansas, Oklahoma, Texas and Colorado. Their Seattle office takes care of Washington, Idaho, Montana, British Columbia, Alberta, Saskatchewan and Manitoba. Their San Francisco office handles Northern California, Nevada and Utah, while Los Angeles office takes care of Southern California, Arizona, New Mexico and El Paso territory.

In addition to automobile accessory lines they also specialize on the jobbers of sporting goods and hardware.

Mr. Bailey, accompanied by Paul Gardiner, manager of the Los Angeles office, and Mr. E. E. Voorhees, manager of the San Francisco office, Dick Hollingsworth of the Seattle office, Fred V. McGraw of the Denver office, recently visited a number of eastern factories in order to become thoroughly familiar with the methods of manufacture of the various products which they are distributing. Among the factories visited were the following:

Vlcek Tool Co., Cleveland, Ohio.
Hawthorne Mfg. Co., Bridgeport, Conn.
Standard Woven Fab. Co., Walpole, Mass.
Auto Parts Mfg. Co., Milwaukee, Wis.
Metal Spec. Mfg. Co., Chicago, Ill.
Motor Spec. Co., Waltham, Mass.

They also visited the Packard Electric Co., Warren, Ohio, manufacturers of the Packard Electric Cable, and the Tri Continental Corporation of Buffalo, New York, manufacturers of Tri-Co. Windshield Rain Rubbers, arranging to represent them throughout their territory.

They report the outlook as most encouraging.



TIRE-DOH WINDOW DISPLAY

The Atlas Auto Supply Co., Chicago, are furnishing to their customers an attractive Tire-Doh window display and counter stand, illustrated herewith.

The window display size of this design is 27 inches high by 42 inches wide, and is lithographed in five colors.

It shows on the left a badly torn inner tube, which after being repaired with Tire-Doh is shown on the right, inflated and ready for use.

Tire-Doh can be used to repair all kinds of tears, cuts, punctures, rips and holes in rubber goods, particularly inner tubes and casings.

They claim for this product excellence of finish and durability of construction.

The counter size of the display, which is an exact reproduction of the large design for windows, has an opening cut in the center which contains a can of Tire-Doh.

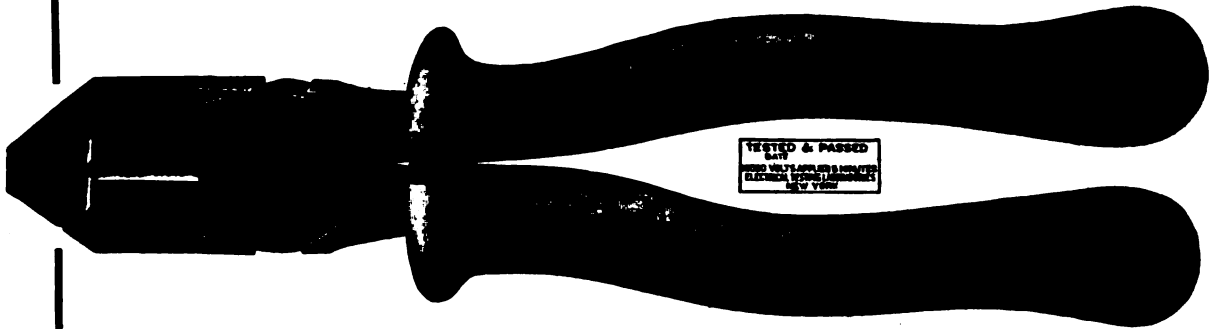
Further information will gladly be given to any of our readers by the manufacturers.

"Every man has a klondike in his own brain; keep digging."

“Rimco” Rubber Insulated Pliers

**FOR
Linemen and Electricians**

Heretofore, the average Insulated Plier offered to the Hardware trade has been of hard rubber Stock, which is not practical for rough usage. This PLIER will not only give the hard practical service the lineman and electrician desires, but the INSULATING compound is of such a character that it is semi-soft, not hard. Therefore the INSULATION will not crack or break when dropped on a hard surface or from the arm of a pole.



The bond of uniting the rubber compound to metal is known as the ELCHEMCO PROCESS which is fully covered by American and Foreign patents. This bond makes a permanent attachment of the rubber to the metal, and in no way is to be confused with the patent slip-on handles of semi-soft rubber, and methods of attachment to the handles of insulated pliers which are neither practical or can withstand a test for dielectric strength after hard impact.

Every pair of these PLIERS after undergoing rigid tests at our factory, are then tested and passed for 10,000 volts at the Electrical Testing Laboratories, Inc., New York City.

Inquiries Solicited from the Hardware Trade Everywhere



MANUFACTURED BY

Rubber Insulated Metals Corporation

Plainfield, New Jersey

STANDARD EQUIPMENT OF A1 SALESMAN

1. Accurate knowledge. Knowledge of self, of goods, of sales methods.
2. Accurate measure. Measure of self and abilities and possibilities.
3. Inlet valve for letting in new ideas and methods.
4. Full value stops. Full value to public, to Company and to self.
5. Sales register. Complete and careful records to Company weekly.
6. Shut off device. No wasting of time of customer and self and Company.
7. Expansion habit. Insures growth and ability to meet new situations.
8. Saturday drip pan. Catches orders that the old methods lose.

NEW CENTURY TIRE DISTRIBUTORS

Mr. E. Hoelle, formerly of the Sporting Goods Department of the Pacific Hardware & Steel Company of San Francisco, has organized the Hoelle Rubber Sales Company, and have taken over the business of J. H. Ahlers & Company, the Century Plainfield Tire dealers for San Francisco.

Mr. Hoelle is well experienced in Automobile Accessories, and especially Tires. He has many acquaintances in the trade, all of whom wish him well.

PASSING THE BUCK

By Louis Schneider.

"Oho! Aha!" the merchant cried,
 "I almost said somebody lied.
 The thing is done, but allee same
 Each of you tries to shift the blame
 On someone else. I've got a hunch
 That not a chap in this whole bunch
 Can be responsible. Oh, no;
 It happened just to happen so.

"The thing is done; but when on Bob
 Some of you tried to hang the job
 He alibied, and said 'twas Jim.
 And when the thing got 'round to him,
 Jim said 'twas Joe; and Joe said Jack;
 And Jack said Bill; and Bill said Zack;
 And Zack said Ike—Pat bless the luck!
 Why must you always pass the buck?

"Now, just so far as I can see,
 I guess the matter's up to me.
 If passing of said buck don't quit
 I'll play the goat, and just admit
 That when I hired the bunch of you
 I played the fool; and this I'll do:
 I'll fire you all, and hire again,
 And try for pass-the-buckless men!"

WHAT IT MEANS NOT TO HAVE UP-TO-DATE SALESMAN'S EQUIPMENT

1. Money loss. Loss to Company and to self.
2. Time loss. Loss through missed trains, extravagance, carelessness.
3. Evaporation of interest. A man is interested in the thing he does well.
4. Under measure. To self, to public, and to Company.
5. Poor service. And poor service always means failure.
6. Costly mistakes. Mistakes that will wreck the sales machine.
7. Poor looks. And a man whose work looks poor, loses confidence.
8. Fire danger. An explosion from the Office follows such methods.—D. M. Kagay.

Before the war American rubber manufacturers were able to get crude rubber only through London, for England has always demanded that all rubber from the far eastern rubber plantations, which she controls, should be distributed from that city. But since the closing of the Suez Canal to merchant trade, as far as American shipping is concerned, all rubber destined for America has come across the Pacific ocean to our western ports. The importance of this trade to these ports is shown in the \$5,000,000 worth of crude rubber business recently handled at Seattle, Washington. Recently the largest shipment of crude rubber ever consigned to an American firm came across the Pacific from Singapore to Seattle, in the steamer Louise Neilsen. This shipment consisted of 25,000 cases of plantation rubber, weighing 1875 tons, valued at nearly \$3,000,000.

HEADQUARTERS FOR COTTON WASTE

The Royal Mfg. Co., Rahway, New Jersey, one of the largest manufacturers in the world of cotton waste, are pioneers of national advertising in this industry. In fact they are the only manufacturers of an absolutely standardized and guaranteed cotton waste.

In co-operating with their jobbing and sales representatives, their publicity campaign has been most comprehensive, and has created a splendid demand for this product.

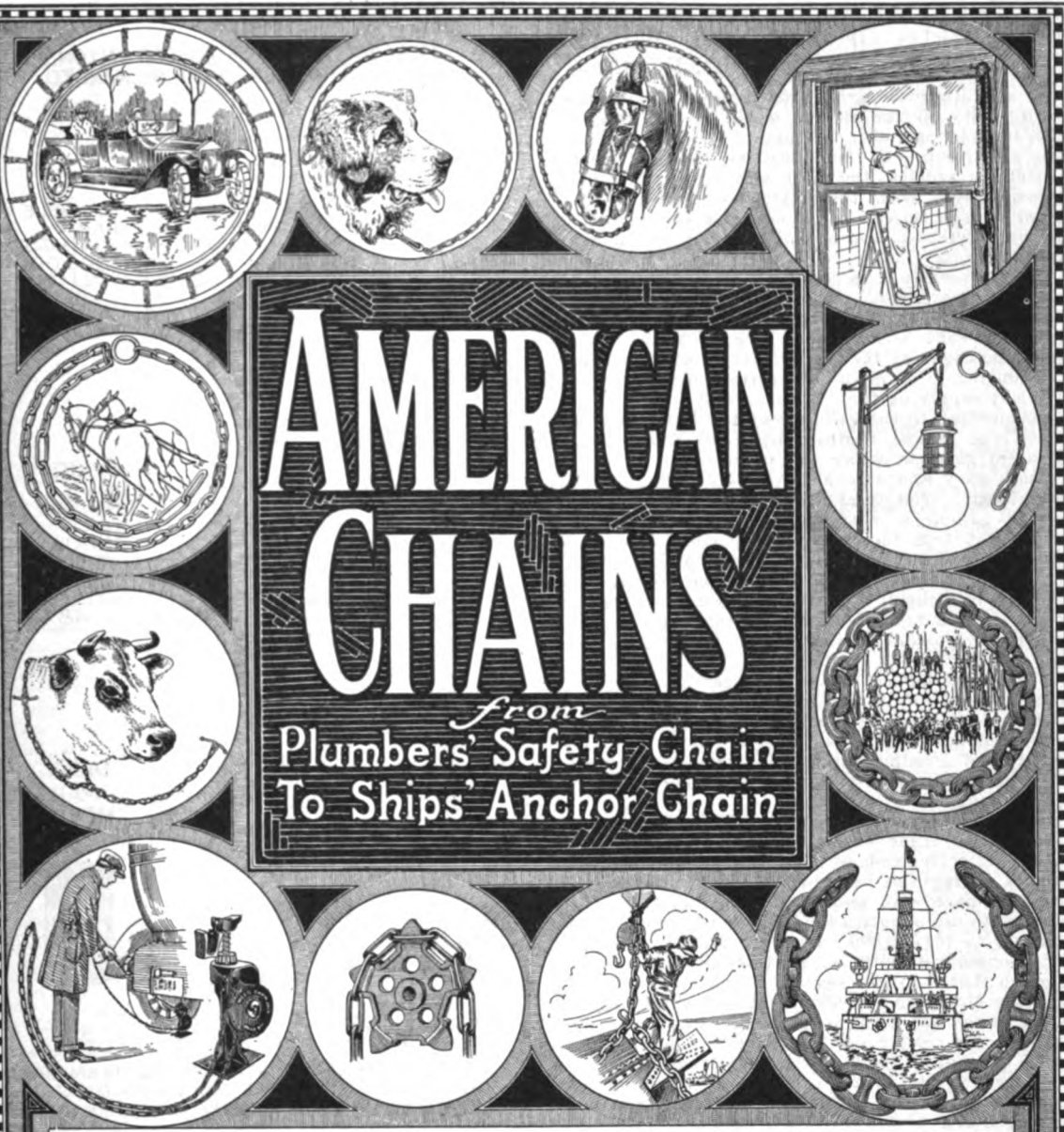
They will be glad to give full information to any of our readers upon request.

MAKES GOOD SALESMEN.

I love to read the articles in the "Hardware World," that spurs the salesman on to better results.

To my mind, a good salesman is one who reads the "Hardware World" and other good magazines, and thus trains his mind to retain the vital points concerning the commodity he has to sell.

C. A. BERGH.



AMERICAN CHAINS

from
Plumbers' Safety Chain
To Ships' Anchor Chain

The Complete Chain Line

Weldless, Electric Welded, Fire Welded
All Sizes, All Styles, All Finishes

AMERICAN CHAIN COMPANY, Inc.
BRIDGEPORT, CONN., U. S. A.

Boston Office: 107 Massachusetts Ave.	Chicago Office: 529 West 12th Street	San Francisco Office: 714 St. Clair Building
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In Canada—DOMINION CHAIN CO., Ltd., Niagara Falls, Ont.

Largest Chain Manufacturers in the World

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TWO-THIRDS OF GASOLINE WASTED WILL MEET OUR WAR NEEDS

As all authorities agree that there is an ample supply of crude oil for all the needs of the army and navy for the operation of motor vehicles and motor boats and for use in the industries, provided wastage is carefully avoided, the automobilists of the country, in co-operation with the Petroleum Division of the United States Bureau of Mines and the Council of National Defense, are organizing a "Don't Waste Gasoline" campaign.

"'Don't waste' is a popular slogan in any line now and there is a big opportunity for motorists to show not only their patriotism but their good judgment in supporting such a movement," said Alfred Reeves, general manager of the National Automobile Chamber of Commerce. "It is the one certain way to insure a sufficient supply of fuel for war needs.

"According to the estimate of the Petroleum Division of the United States Bureau of Mines, 959,000 gallons of gasoline a day will be required for the use of army, navy and aeronautical operations during the coming year. The total daily gasoline production is 6,849,000 gallons, so with a campaign against waste, it can be seen that the war needs should be cared for easily and still have ample for our industrial needs.

"President Bedford, chairman of the Petroleum Division of the Council of National Defense, strongly advocates a 'Don't Waste Gasoline' campaign to insure against any possible falling off in the production of crude petroleum.

"The very highest grade of gasoline is necessary for the thousands of airplanes now building, most of which will use the new Liberty motor, now building in great numbers in the automobile factories. Great quantities of gasoline will also be required to operate the thousands of army motor trucks to be used by our growing army.

"On the other hand," continued Mr. Reeves, "the production of crude oil in this country has been increasing at a tremendous rate for a number of years, although during the past twelve months it has not quite kept pace with the demand, so that it has been necessary to use quantities of the reserve supply, which amounted to 164,580,000 barrels on July 1, 1917.

"Co-operating with us in this movement is the American Automobile Association, the organization of users; the Motor and Accessory Manufacturers, including the motor and carburetor makers; and the Society of Automotive Engineers. In direct co-operation are Van H. Manning, Chief of the Petroleum Division of the United States Bureau of Mines. If we can save two-thirds of all the gasoline wasted, our war needs will be covered.

"There are 4,212,000 motor vehicles running in the country, of which approximately 400,000 are trucks. There are 27,800 dealers and 25,500 garages.

"Of the 6,849,000 gallons produced daily, approximately 4,800,000 gallons are used by motor cars and trucks, while the rest is used by motor boats, stationary engines and in cleansing and other industries."

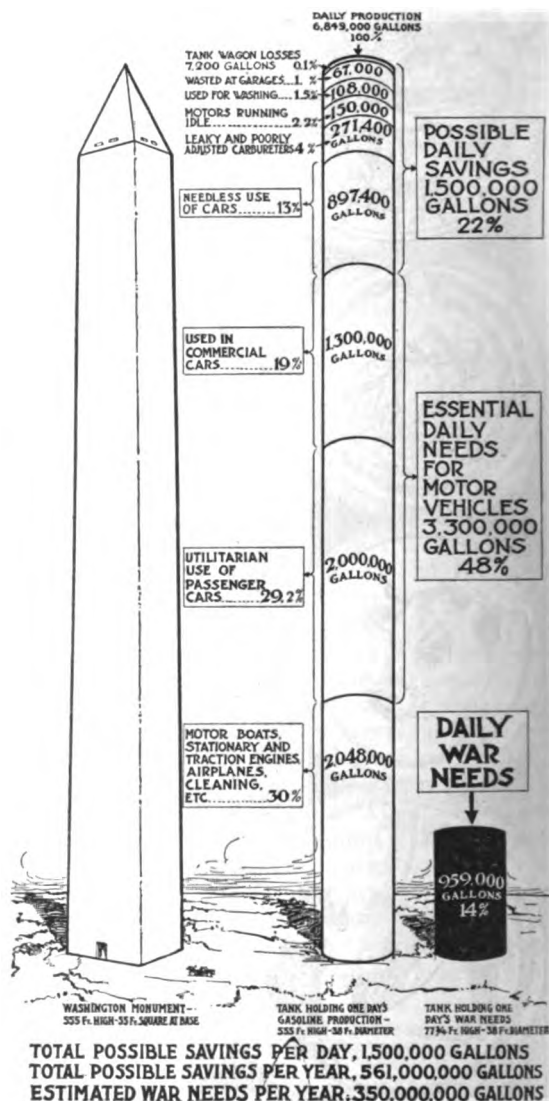
The Bureau of Mines estimates that the following savings can be effected daily:

Tank wagon losses	7,200
Leaky carburetors, average 1/17th of a pint per car	37,400
Poorly adjusted carburetors, 1/2 pint per car	240,000
Motors running idle, 1/4 pint per car	150,000
Wasted in garages, 10 pints per day	67,000
Saved by using kerosene in garages	108,000
Needless use of passenger cars, 1 1/4 pints per car	897,400

This makes a total of 1,500,000 gallons a day, or 561,000,000 gallons a year, whereas our war needs are 350,000,000 gallons a year, or less than two-thirds of what may be considered as wasted at the present time.

The National Automobile Chamber of Commerce, co-operating with the Government through the Bureau

HOW WASTAGE OF 561,000,000 GALLONS OF GASOLINE YEARLY CAN BE AVOIDED



of Mines and the Council of National Defense, is preparing thousands of posters to be hung in every automobile sales room, garage and gasoline supply station in the country. These posters will show, graphically, the quantity of gasoline produced daily, the quantities used in motor trucks and motor cars, and the quantities that can be saved in various ways.

The following important suggestions for avoiding waste will not only save gasoline, but users of motor vehicles will be benefited personally and individually through more efficient and more economical operation of cars:

1. Store gasoline in underground steel tanks. Use wheeled steel tanks with measuring pump and hose. They prevent loss by fire, evaporation and spilling.
2. Don't spill or expose gasoline to air—it evaporates rapidly and is dangerous.
3. Don't use gasoline for cleaning and washing—use kerosene or other materials to cut grease.
4. Stop all gasoline leakages. Form habit of shutting off gas at tank or feed pipe.
5. Adjust brake bands so they do not drag. See that all bearings run freely.

Century-Plainfield TIRES



GUARANTEED 7500 miles small sizes. 6000 miles large sizes

Why the Guarantee?

Century Plainfield Tires

carry the highest guarantee because they are *super-service tires*—they are *high QUALITY tires*, too, they're *oversized*.

The company makes good on every *Century Plainfield Tire* that fails to give service.

Some Good Territory Open.

Write for Dealers' Proposition.

TERRITORIAL DISTRIBUTORS

Pacific Hardware & Steel Company
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430 Golden Gate Avenue
SAN FRANCISCO

***Century*
-PLAINFIELD Tire Co.**

"A subsidiary of the Rubber Insulated Metals Corporation, exclusive manufacturers of the RIMCO Rubber products by the ELCHMO process." FACTORIES, PLAINFIELD, N. J.

6. Don't let engine run when car is standing. It is good for starter battery to be used frequently.

7. Have carburetors adjusted at service stations of carburetor or automobile companies—they will make ordinary adjustments without charge.

8. Keep needle valve clean and adjust carburetor (while engine is hot) to use as lean mixture as possible. A rich mixture fouls the engine and is wasteful.

9. Pre-heat air entering carburetor and keep radiator covered in cold weather—this will insure better vaporization.

10. See that spark is timed correctly with engine and drive with spark fully advanced—a late spark increases gas consumption.

11. Have a hot spark, keep plugs clean and spark points properly adjusted.

12. Avoid high speed. The average car is most economical at 15 to 25 miles an hour.

13. Don't accelerate and stop quickly—it wastes gas and wears out tires. Stop engine and coast long hills.

14. Cut down aimless and needless use of cars. Do a number of errands in one trip.

15. Know your mileage per gallon. Fill tank full and divide odometer mileage by gallons consumed.

MOTO-FAN RADIATOR COOLER

The Art Metal Works, 9-15 Mulberry Street, Newark, N. J., have placed on the market a Moto-Fan Radiator Cooler, which is meeting with a ready sale.

This is a high grade instrument, constructed on scientific principles, designed to be attached to the radiator cap of any automobile and by its action to exhaust from inside the radiator, steam and abnormally heated air as they are formed—and at the same time to pump into the radiator cool, clean air. The effect of this double action is to keep the cooling fluid in the radiator always at normal operating temperature.

In keeping the cooling fluid in the radiator at a normal operating temperature the Moto-Fan prevents those conditions which, once permitted to exist, cause serious damage to the motor and car—such as overheated bearings, scored cylinders, damage to oil circulation and the many other sources of damage which lead to heavy repair bills and may cause serious, expensive and annoying breakdowns.

The principle on which it operates is extremely simple, positive and automatic. The Moto-Fan consists of blades constructed on the principle of the cooling fan. The blades of this fan are built in such a manner as to create a side suction when the automobile is in motion. Surrounding the fan is a miniature casing, representing the rim and tire of an automobile wheel. The upper portion of this miniature wheel is solid. The lower half is a hollow casing leading down inside the radiator cap, and this hollow casing is provided with opposite outlets.

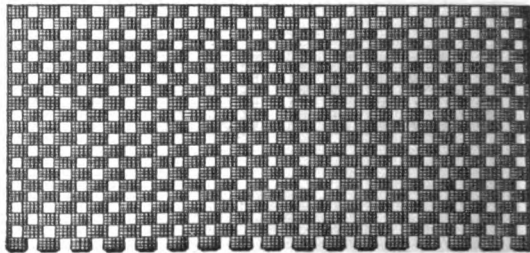
Any of our readers can obtain further information by writing them.

A NEW E. & S. JUNIOR JACK

The Ellis Smith Mfg. Co., Buffalo, New York, have placed on the market a jack selling at a popular price, which would take the place of a turn table and still be simply constructed.

This is listed at \$15 and will handle any car easily and quickly. It weighs 58 pounds and is made of the best of iron and steel, and sells under the broad guarantee of money back if not entirely satisfied, the same as their large combination jack.

They will be glad to give full information to any of our readers upon request.



FREE SAMPLES OF A SAFE AND PRACTICAL RUNNING BOARD MAT

Every owner of an automobile has use for one or more sets of running board mats. Cocoa mats soon wear away, are unsanitary, and soon lose their efficiency. Metal mats are not practical for many reasons. A sole leather mat for the running boards of cars is the ideal for this purpose, for the reason that it will outwear any other, dirt and dust does not cling to it, but sifts through and is easily brushed away.

They need no attention, require no beating or shaking, one can't slip on them, neither will the points of umbrellas or canes catch on these when getting in or out of a car.

This is one of the most attractive mats and runners made, and ten times as effective and durable as any mat of other material. These mats are made from uniform pieces, about an inch long, and one-half inch wide, which are remnants cut from the soles and heels of shoes.

These are threaded together with galvanized Bessemer steel wire of extra heavy gauge, and make the ideal mat for the running boards of cars.

The sales agents will be glad to send samples of these mats to any of our readers upon request. They need only to be shown to prove a ready seller.

Frank Alexe, of the Marbridge Building, Broadway at 34th Street, New York City, will be glad to send samples to any of our readers upon request who reside east of Denver, and Al Coney, the Pacific Coast agent, 320 Holbrook Building, San Francisco, will perform a similar service for any of our readers between Denver and the Pacific Coast.



"NO-LEAK-O"
SEAL
PISTON RING
THE SEALING GROOVE

See That Groove?
Oil makes a perfect seal, nothing else will. That's why more power, no carbon, no gasoline or coal oil, in the oil pit injuring lubrication. Ask your dealer or write for booklet W.
Ford size or under 50c. Discount to the trade.

AUTOMOBILE ACCESSORIES CO., Baltimore, Md.

We regard the "Hardware World" as the best of any publication in existence of its kind.
GIBSON LUMBER CO.
Penrose, Colorado.

HERCULES SPARK PLUGS



GUARANTEED 5 YEARS

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 INDIANAPOLIS-U.S.A.

THE DREAD OF DARKNESS

A Few Hints on Driving After Nightfall. Bright Lights.

"No night driving for me," is the almost inevitable remark of the man just about to buy his first car or possessed of his first power-propelled vehicle scarcely long enough to have become fully acquainted with the various controls, much less having grasped the full significance of the various parts of the mechanism.

We all of us have that inborn dread of darkness in the beginning; a dread which riding in the "other fellow's" car with the "other fellow" at the wheel after nightfall seems to heighten rather than alleviate. Especially is that the case if the roadway be narrow, black and fairly well frequented with speeding cars coming in the opposite direction each with the headlights shooting a bedazzling ray into our eyes which not only blinds but thoroughly terrifies the man who experiences the sensation for the first time.

But after all, there is a certain sensation to night driving, which despite its manifest disadvantages, appeals strongly to all of us, so strongly, in fact, that we set our good initial resolutions to have none of it behind us, after a month or two, and brave the blinding headlights with the best of them. For dimmers, dimming lenses and uniform headlight laws to the contrary, it is scarcely possible to take any fairly good stretch of highway in the more populated sections of the country at night without encountering headlights of the blinding sort.

The crucial moment in the approach of a car with undimmed lights, or lights improperly dimmed, is, of course, just at the instant when your eyes are on a level with the approaching lamps. For a second or two you are totally blinded and the road immediately ahead is perfectly invisible. And should there be an obstacle ahead, woe betide the unhappy motorist.

In these days of amber-colored goggles and amber pyralin discs for attachment to the windshield, there is scant need for the motorist to fear the approaching lights, however bright and bedazzling; for, properly equipped with either device he has the means of filtering out the glare from the approaching gleams and thus eliminating their blinding effects.

In such a case, if the driver will follow a couple of little easily applied kinks, much of the troublesome blinding sensation will be done away with. The tendency is, naturally, for the eye of the driver to seek the focus of the approaching lights—this is done quite unconsciously by most all of us. If on the approach of glaring headlights, however, we would keep our eyesight pinned religiously to the foreground directly ahead of the car, following the foreshortened beams of our own lights, the glare of the other fellow's lamps would inter-

fere with us not at all and the blinding sensation would disappear.

Another good plan which works out well, especially on narrow roads, where it is quite necessary to look at the approaching car in order to make sure a safe passage; that is to close one eye and guide the car right up to the point where the blinding glare passes from the field of vision; then quickly open the other eye and the blinding sensation will disappear entirely, due to the fact that the closed eye has not been affected by the oncoming lights.

Ordinarily, night driving is confusing enough, what with the approach of cars and lack of ability to see the road signs quite visible in the daytime; but when the weather is foggy the condition is a thousand times worse. The best thing to do under these circumstances is to direct a beam of light on the ground directly ahead of the car. Otherwise the light will shine full on the curtain of fog and the driver will not be able to see anything but the white haze of mist. Another good plan is to put a piece of colored paper or a handkerchief in front of the lamp, red and yellow being the best colors to penetrate the heavy gloom.

Quite as deterrent on our night-riding proclivities as our fear of possible accident is our dread of a night breakdown. What, for instance, could be more annoying than a puncture on a pitch black and lonely country road, especially so where the car is not fitted with demountable wheels or rims? Yet this trouble can be overcome in a comparatively simple manner. In these days of full electrical equipment, the owner who does not take the precaution to provide himself with trouble lamp is foolhardy indeed; at least a pocket flash light should be carried in every tool kit as a necessary article of equipment.

And speaking of electric lighting equipment, no motorist should venture out at night with an electrically equipped car without taking the precaution of carrying a couple of extra fuses and a roll of friction tape, for no wiring is perfectly proof against chafing and a blown fuse and consequent total darkness is always a possibility. And likewise, the driver should, before venturing out, take the trouble to see that the focus of his headlights is so adjusted as to illuminate the road perfectly, or at least to his own satisfaction.

SPLENDID SUCCESS WITH ACCESSORIES

While our first venture in the auto accessory line was comparatively limited, we wish to say we have had excellent success in the sale of tires, tubes, reliners and tire accessories of that description; also with spark plugs and a few other items in the automobile line.

We are having exceptionally good luck with the Hercules Spark Plugs.

Colorado,

HOLMES HARDWARE CO.

Romort Automatic Air Valves

THE SERVICE STATION'S FRIEND

Style A



List Price
\$3.00

This Valve is a guaranteed device and has no equal for free air stations. Will withstand any rough or hard usage and abuse. Recommended for any free air station or air storage plant, repair shop or any station that is subjected to hard, rough usage. Air is released only when the Valve is pressed on to the tire and when disconnected is thrown down absolutely air-tight; the operator cannot waste your air. Will fit any size tubing, and comes equipped with the famous Romort Pump Connection Rubber.

Style B



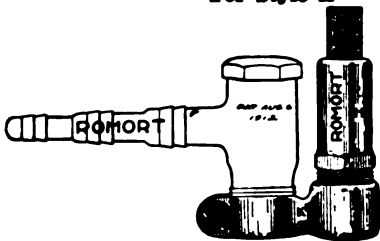
List Price
\$1.00

The Style B Automatic Air Valve is recommended to free-air stations requiring a small and inexpensive air device. Stem is made to fit any size tubing, and is automatic in opening and closing, and guaranteed to be positively air-tight. We strongly recommend this Valve for use of private or public garages, vulcanizers, tire repair shops, etc. Every Valve leaves the factory equipped with the Romort Pump Connection Rubber.

Romort Tire Tester Attachment

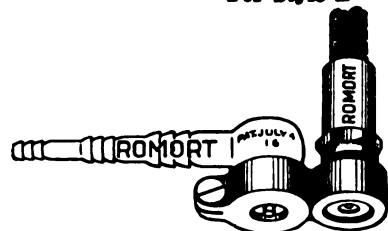
A GARAGE NECESSITY

For Style A



List Price, \$1.50

For Style B



The Romort Tire Tester Attachment is a device for attaching your gauge to either Style A or Style B Air Valves, and gives the service station a permanent holder for its gauge, ready for instant use by the public. Simply screw your gauge into the holder and you have a tire tester and tire inflator combined in one, and the old trouble of losing gauge is forever over. We sell only the holder attachment. Every garage with free air should be equipped with the Romort Tire Tester Attachment.

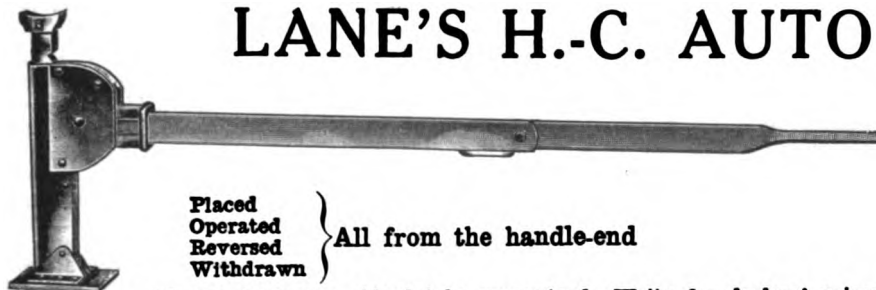
Caution—When ordering, state whether for Style A or Style B Valve.

FOR SALE BY ALL JOBBERS

Manufacturers,
ROMORT MANUFACTURING CO.
OAKFIELD, WIS.

Sales Dept.
THE ZINKE COMPANY
1323 Michigan Ave.
CHICAGO, U. S. A.

LANE'S H.-C. AUTO JACK



Is placed on handle
and pushed under
car

Placed
Operated
Reversed
Withdrawn } All from the handle-end

Folds in middle for
stowing away.

Thousands in use. Absolutely guaranteed. Write for dealers' prices

LANE BROS. CO.

POUGHKEEPSIE, NEW YORK

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

H. S. MINUTE WHEELS FOR FORDS

The Hill-Smith Metal Goods Co., 82 Brookline Ave., Boston, Mass., are manufacturers of what is known as the H. S. Minute Wheels for Fords.

There is certain to be a demand from every Ford owner. The up to date merchant will make a point of being one of the first in his community to supply these wheels. A set of minute wheels consists of four main hubs to fit on the axle spindles, all the auxiliary parts for five wheels, an extra wheel and the Minute wrench. The Ford wheels are retained, the Ford hubs only being taken out and replaced by Minute hubs. The extra wheel is furnished 30x3½ plain clincher rim for Ford Cars. The Minute wheel costs only \$30.00 put on, and every Ford owner is sure to want this extra equipment.

A woman can change the wheel without any difficulty and very quickly. The Minute Wheel is the logical evolution of the demountable rim, for just as the demountable rim cut down the time of changing from the old clincher rim days, so the Minute Wheel cuts down the time of the demountable rim.

These Minute Wheels are so named because the change can actually be made in a minute's time.

In addition the Hill-Smith Co. furnish an attractive display stand, which gives the dealer a chance to show the customer what is meant by the selling slogan, "One nut to unscrew, that's all you do."

The Hill-Smith Metal Goods Co., Boston, Mass., will be glad to give full information to any of our readers upon request.

THE OUTLOOK WINDSHIELD CLEANER

The Outlook Company of Cleveland, U. S. A., offer to motorists a windshield cleaner, known as the Outlook, that entirely eliminates the danger of driving in rain or snow.

Here is a cleaner that combines a scientific rubber squeegee strip with the exclusive rubber roller. It cleans effectively—surely and easily.

A touch of the finger operates the Outlook. As the squeegee strip moves over the glass it wipes clean at every point because the rubber roller, adjustable to your car, holds the strip close and even to the glass at every point. The Rubber Roller also prevents awaying and rattles. It keeps the Cleaner up out of the way when not in use.

The Outlook can be attached in a few minutes, and once in place needs no attention. It is strong, durable and good looking. Because of their efficiency and handsome appearance, Outlook Windshield Cleaners are standard equipment on such high-grade cars as the 16-Valve White.

A style for your car—They fit any car, gas, steam or electric, open or closed. To touring or open cars the Outlook Regular attaches to the windshield frame. Its design provides for close-fitting tops. To closed cars the Outlook Special attaches through the glass. The method of attaching is the only difference in these two types.

Without an Outlook you drive virtually blindfolded, in constant danger—or else you get an occasional glance of the road by leaning out into the rain or snow. This practice is not only inconvenient in open cars without curtains, but impossible with a curtained or closed car and always dangerous because you are not in a position to act quickly when danger threatens.

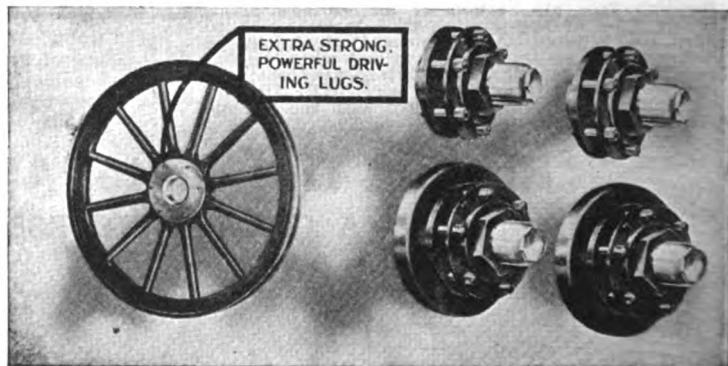
Either type of Outlook Cleaner sells for \$1.50 ready to attach, and is a good seller because it meets a definite need.

MOUND TOOLS FOR AUTOMOBILES

Attention is invited to the announcement of the Mound Tool Co., 7th and Hickory Streets, St. Louis, Mo., whose special line of tools have been a standard for twenty years. They are the originators of small tools for automobiles such as Bearing Scrapers, Carbon Scrapers, Cotter Pin Extractors, etc., and Merchants will find ready sale for their products. They also manufacture handy tools for Engineers, Machinists, Electricians, Millwrights, Concrete and Bricklayers. These tools have proven splendid sellers wherever introduced and our readers should have their catalogs which will be sent upon request.

GORDON "JACK FROST" RADIATOR AND ENGINE ROBE

The "Jack Frost" Robe made by the J. P. Gordon Co., Columbus, Ohio., is one of the most practical and



necessary items of equipment for winter driving.

It is so made that the curtain over the front of the radiator may be adjusted to any weather condition and closed entirely when the engine is not running and when closed it will keep the engine and the water warm for several hours.

To get satisfactory service from a car in cold weather it is necessary to keep the radiator well protected. The temperature of the water in the radiator and around the cylinders has much to do with engine efficiency as well as the quantity of gas used to get a mixture rich enough to develop proper power until the engine is thoroughly warmed up. Temperature has much to do also with battery economy; a cold motor is always hard to start and this is a needless drain on the batteries, and the best way to overcome the trouble is by fitting a well-made Radiator and Engine Robe to the car which will retain the heat and keep the cold air out.

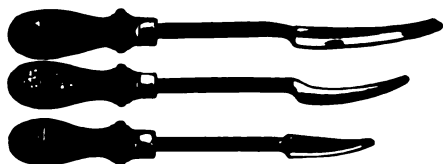
The Gordon "Jack Frost" Robe is made in two parts, a jacket with curtain that completely covers the Radiator and a Robe to cover the hood. It is just as easy to raise the hood with the Robe on as without it. Secure and convenient fastenings hold both parts in position so they can not be blown off or worked loose by vibration. The appearance is very neat and pleasing as the Robe is carefully made from patterns in which every detail is worked out before Robes drafted over them are permitted to leave the factory. The materials used are the best obtainable for wear and warmth. The better grade is artificial leather and the cheaper one a special enamelled cloth. Both are lined with heavy heat retaining material.

The Gordon Co. manufacture "Jack Frost" Robes in the divided curtain style illustrated for every American-made car and also a special one-piece curtain for Ford cars which rolls from the bottom up and thus in no way interferes with cranking the engine.

MOUND TOOLS

FOR THE AUTOMOBILE

STANDARD FOR 20 YEARS



Bearing Scrapers
Carbon Scrapers
Chisel Sets

Pry Bars
Cotter Pin Extractors
Mound Tool Rolls

Offset Screw Drivers

Send for Catalog

THE MOUND TOOL CO., Dept. D, 7th and Hickory Sts., St. Louis, Mo., U. S. A.

The Brilliant Constellation of the

HALLADAY LINE.



Mr. Dealer: In this galaxy of stars of the Bumper firmament you will find a bumper to fit every car on the road.

If you carry this line you can control the bumper business in your territory.

Write us or the nearest distributor today for full details of the most profitable accessory in the automobile field.

L. P. HALLADAY & COMPANY, Streator, Illinois

DISTRIBUTORS

Asch & Co., 16-24 W. 61st St., New York City.

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E. L. Thompson Co., 817 Boylston St., Boston, Mass.

Sanford Brothers, Chattanooga, Tenn., Southern Distributors.

Hughson & Merton, Inc., San Francisco, Los Angeles, Portland and Seattle, Pacific Coast Distributors.

We have read the "HARDWARE WORLD" for a number of years and get great value out of its columns.

We are enjoying a busy spring, and are very glad we opened our business at Lindsay.

THOMAS HARDWARE CO.

OF GREAT INTEREST AND HELP.

I take no little pleasure in reading the "Hardware World," as I find in it much that is of great interest and help to us, and I know it must be to every hardware merchant.

O. H. JOHNSON.

ACCESSORIES NO LONGER AN EXPERIMENT

If by chance there should be a retail hardware merchant, who hesitates to put in a stock of automobile accessories, or questions the advisability, he surely hasn't kept up with the times, or even been a man of ordinary perception.

There is not a place in the country, but that automobiles are becoming more in evidence, and even if no more automobiles should be sold for the next six or eight months, the cars now in use make a daily demand for tires, lubricants, spark plugs, lenses, tools of all description, pumps, bumpers, jacks—in fact to enum-

erate them would be merely a catalog of the many items that every car owner has need of.

Manufacturers and jobbers are glad to assist in preparing an opening stock, and furnishing a list of such accessories as they know are in daily use.

It is well to go slow at first and not overstock. It does not require a long time to determine which are the slow sellers. As a usual thing those lines which are advertised in trade and business magazines, as well as the publications reaching other consumers, are generally safe to buy.

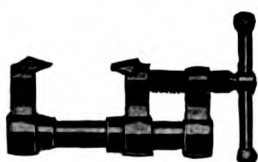
1918 will undoubtedly prove a better year for accessories than any year that has gone before it, and the wise dealer will not hesitate.



The above picture shows the average twice-a-month shipment of Diamond Tires to the Guarantee Tire & Supply Company, Van Ness Avenue, San Francisco.

Possibly no three other young men have made as rapid strides in the Tire line in the West as S. E. Baston, M. H. Granfield, and L. E. Granfield.

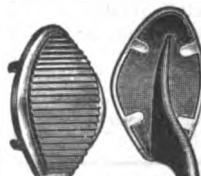
In 1914 they established a small vulcanizing shop on McAllister Street and Van Ness Avenue, and in 1915 started stocking Diamond tires. Today they have the exclusive distributing rights of San Francisco and San Mateo counties. They employ an average of 26 people, and yet claim they are only just starting in business. Live, energetic, go-after-and-get-it young men, such as Messrs. Baston and Granfields, are sure to succeed.



MAKE YOUR CAR RIDE EASIER

Knowlson's Spring Leaf Spreader
Adjustable to any size auto spring—100% easier riding, and squeaking stopped. Also a good repair clamp.
\$1.50, all dealers, or sent prepaid.

SPRING LEAF LUBRICATOR CO.
1008 Forest Ave. Ann Arbor, Mich.



Patented
Dec. 21, 1915

"PERFECTION" PEDAL PADS

FOR EVERY MAKE OF CAR

Clamped on in less than one minute. No bolts or drilling of holes in pedal necessary. Send for free printed matter.

AUTO PEDAL PAD CO., INC.
794-D Seventh Avenue, New York

AUTOMOBILE ACCESSORIES



If you handle Auto Accessories, Motorcycle and Bicycle Supplies and Bicycles, why not get in touch with a Wholesale House that handles this line exclusively and place yourself in a position to serve your customers with anything they could possibly require in this line. You should have our catalog as a reference. Write for it. It will mean big business to you. Our motto—"If it's kin to an auto it's related to us."

MOTOR CAR SUPPLY CO.
1451-53-55 Michigan Ave.,
Chicago



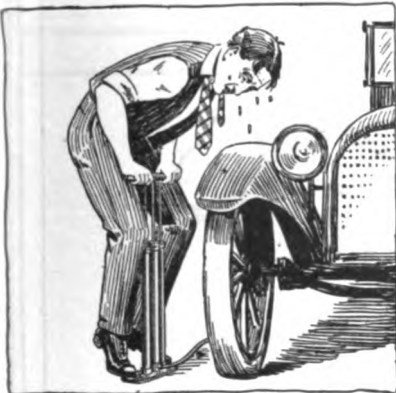
JUST THE SOCKET WRENCHES THAT SELL JUST THE WAY TO SELL THEM

No. 300 includes an assortment. Quantities and sizes are determined by exact demand, and the Chest is offered **FREE** with the assurance that **Solves Your Wrench Problems.** Write—Ask for Catalog No. 183-D.

FRANK MOSSBERG CO.

ATTLEBORO, MASS., U. S. A.

HASTINGS & ANDERSON CO., Chicago, Ill.
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 D. L. HERMAN, Seattle, Wash.
 F. W. LYNN, Dallas, Texas.
 W. W. CRANDALL CO., Nashville, Tenn.



THE OLD WAY
Both Man and Car are Tired



THE ROSE WAY
Nobody Tired But the Car

A Back Breaking Job for a Strong Man is Child's Play

With a

Rose Tire Pump

"It's the Patent Valve"

ON THE MARKET THREE YEARS AND NOW
THE BIGGEST SELLER IN ITS LINE

For Sale by Most Jobbers

TO SHOW YOU we will send you a sample Rose Pump direct from the factory at the regular dealer's price, transportation charges prepaid, providing you will send us the name of your jobber.

LIST PRICE \$3.00

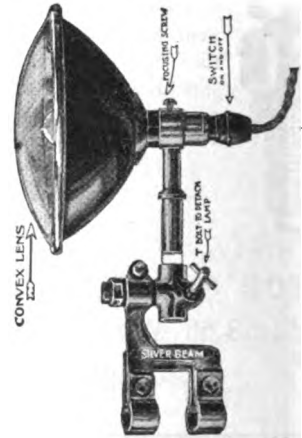
J. H. Haney & Co., Hastings, Neb.
 MANUFACTURERS

Rose Tire Pumps, Rose Grease Guns, Rose Fan Belts, and All Automobile Leather Accessories

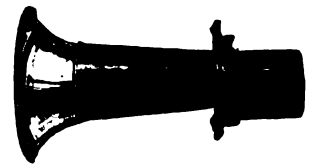
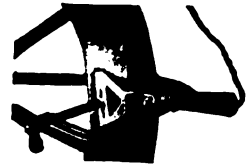
A LINE OF Automobile Sundries



Carried with a hardware stock, sells readily and opens up a new and fast-growing field for the hardware merchant.



We are in position to supply a long line of strictly standard, first class Automobile Supplies and Sundries. Include them with your hardware shipments.



Dunham, Carrigan & Hayden Co.
SAN FRANCISCO



DON'T EXPERIMENT
START YOUR CAR OFF RIGHT
THEN STAY RIGHT

MONAMOBILE OIL

Will be a revelation to you in
Smooth, steady action of motor
Gain in power
Freedom from carbon

Motor & Tractor Oil
Monarch Axle Grease
Monamobile Transmission Grease
Gold Medal Cup Grease

MONAMOBILE OIL CO.

San Francisco :: Los Angeles

Distributed in the Northwest by
WHITON HARDWARE CO., Seattle
J. E. HASELTINE & CO., Portland
DIRKS MOTOR SUPPLY CO., Spokane

Our 15-gallon drum is just the thing for your
private garage



Knocking Gears

And

Knocking Customers

Become a thing of the past when your customers'
cars are lubricated with

DIXON'S
GRAPHITE
Automobile
LUBRICANTS

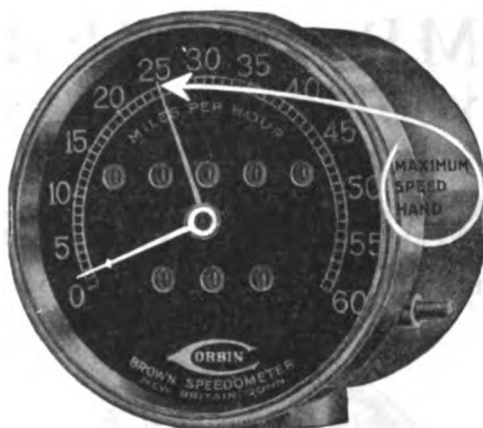
Write to us for Dixon's Dealer's Deal No. 230-G

Made in Jersey City, N. J., by the

Joseph Dixon Crucible Co.



Established 1827



*Here is the Explanation
of the Popularity
of the*

CORBIN-BROWN SPEEDOMETER

Both the principle upon which it operates and its mechanical construction fit it to fill best the requirements of the motorist.

By this we mean that because the principle of centrifugal force is a fundamental law and scientifically correct the Corbin-Brown is at all times accurate and absolutely immune to the numerous fluctuations caused by heat and cold, by altitudes and electrical influences.

—and also that because of its mechanical construction it is strong and durable and stands up under the strain of the most rigorous service.

Its hand is steady, its numerals large and clear and easily read. It is compactly built and handsomely finished in every detail.

For these reasons and these alone: accuracy, durability and convenience the Corbin-Brown has earned its reputation—it is the standard speedometer equipment.

Catalog on Request

The Corbin Screw Corporation

The American Hardware Corporation, Successor

NEW BRITAIN, CONN.

Branches: New York, Chicago, Philadelphia

Makers of

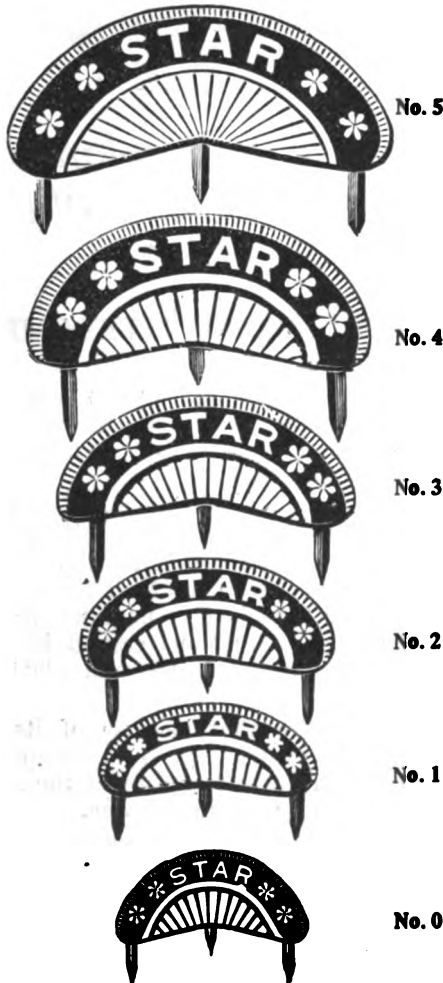
Corbin Duplex Coaster Brakes for Bicycles

MR. JOBBER YOUR CUSTOMERS

WANT

Star Heel Plates

BECAUSE THERE ARE NONE SO GOOD
AS STAR



Made in Seven Sizes—Nos. 0 to 6

SEND YOUR ORDER TODAY

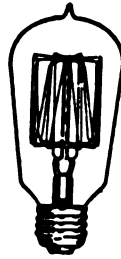
They Sell and Sell and Sell

The Pioneer Brand

STAR HEEL PLATE CO.

LOUIS SACKS, Prop.

Hamburg Place, near Avenue L, Newark, N. J.



IMMEDIATE DELIVERY

Western Agencies Company, 285 Minna Street, San Francisco, Cal., Pacific Coast distributors for the U. S. Incandescent Lamp Company, St. Louis, Missouri, announce that they are able to make immediate delivery on all Standard Tungsten Lamps of 10, 15, 20, 25, 40, 50 and 60 Watts.

They will be glad to give further information to any of our readers upon request.

DYKE'S AUTOMOBILE ENCYCLOPEDIA NOW READY

Dyke's Automobile Encyclopedia is a book deserving of mention. Mr. Dyke, better known as Dr. Dyke (motor doctor) published the first practical book on Automobiles in America—Mr. Dyke also originated the first auto supply company in America—1897. His 21 years of experience in the automobile business as a supply man and publisher is now represented in this new edition of this book.

The book isn't what you would term an Encyclopedia in the true sense of the word—yet it is the most complete reference work on automobiles so far published; any subject, trouble, remedy or repair you can think of, can be found in the 6000 lines of index.

It isn't exactly a text book—yet 58 of the leading Automobile Schools of the country use part of this book to teach the fundamental principles of assembly of a car, engine principles and construction, valve timing, ignition and carburetion principles, etc. Instructors in the various schools where the book is used praise its simplicity and graphic explanations.

A beginner will learn the fundamental principles of each and every part of an automobile from the axle to the engine. All cars are covered in a distinctive and unique method, which is to teach the student the principles of the parts first, then explain the variance of construction afterwards. Complete specifications of all cars are given so the reader will understand the variance of construction of the different makes of cars.

The Repair subject is probably the most interesting part of the book. There are 1189 illustrations and 154 pages devoted to this subject alone. It is the most complete book on Automobile Repairing and Adjusting so far published.

Before taking up the subject of repairing and adjusting, you first learn the principle and construction of all the parts and then step by step you are taken through the subject of adjusting and repairing. Other instructions cover such subjects as: how to build a repair shop for home or business; how to equip the shop—from small tools to regrinding cylinders. Tire repairs, welding, battery charging, etc., are thoroughly treated.

You are then taught—how to use tools; how to cut threads; how to distinguish S. A. E. and U. S. S. threads; how to use and read measuring instruments; how to solder, case harden, repair radiators; how to redesign old cars; how to straighten frames, fenders, etc.

The adjustment of all leading rear axles, differentials, brakes, clutches, how to remove rear axles, etc., is worth the price of the book alone.

The subject of oxy-acetylene welding is very complete and fully illustrated.

The electric subject also deserves special mention. The instructions on ignition systems cover the entire field and in a simplified manner that anyone can understand. In fact, one can learn the principle by merely studying the illustrations, which is a feature of the book.

The instructions on the electric starting, generating and lighting is simplified with hundreds of clear illustrations of diagrams. Anyone without any knowledge of electricity can soon learn the principle, construction

and how to care for and remedy troubles of all electric systems.

There are 775 illustrations and 279 pages to the electric subjects in the book, including the storage battery and ignition subjects.

In addition to the book, there are two supplements on the Ford and Packard, with 332 illustrations and 91 pages, part printed in two colors. There are also five colored inserts. Also a dictionary.

Supplement No. 1 deals with the Ford, of which there are 59 pages and 307 illustrations. Such subjects as: how to get more miles per gallon; how to overhaul a Ford; how to make a Ford do 60 miles per hour; how to convert a Ford for commercial use; how to construct a combination body; how to construct a Ford racer; "fine-point" adjustment, etc.—are dealt with in the Ford supplement.

Supplement No. 2 treats on the Packard twin-six. Here we have a complete detail description of this multi-cylindrical car with many two-colored illustrations. The principle, operation and adjustments are simplified.

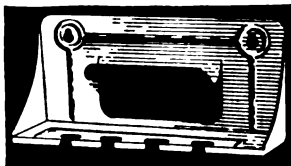
The Inserts illustrate the subject of different makes of engines, as the Continental, Franklin, Haynes, Sterling, Wisconsin Aviation engine and many others.

A feature of the inserts is that of a four-cylinder engine, illustrated with blank space for the student to draw in the parts, in order to more clearly understand just where the various parts of an engine are located and the relation of one part to another.

This book can be furnished in connection with the **HARDWARE WORLD** as per announcement in this issue.

A SANITARY TOOTHBRUSH HOLDER

Readers of the **HARDWARE WORLD** will be interested in the advertisement on another page for the very latest thing in Toothbrush Holders. The Sanitary Holder, here illustrated, is neat, substantially made, and an ornament in any bathroom.



Besides accommodating four toothbrushes, hanging clean and sanitary, there is room also for a can of tooth powder, a tube of tooth paste and a bottle of mouth wash. See advertisement on page 127.

The E. J. Chubbuck Company, 731 Market Street, San Francisco, Pacific Coast distributors, report splendid sales for this Holder, and they will gladly furnish descriptive circulars and quote prices upon receipt of request.



AUTOMATIC MEASURING BARREL PUMP

Will fit any shipping barrel; a self-measuring outfit at a small cost for Kerosene, Gasoline, or Oils; a big saving; no transferring, no funnels or measures required; no spilling; correct measurements; hose can be used if wanted; thousands are in use. Satisfaction guaranteed or money refunded.

Groetken Pump Company

171 Middle Ave., Aurora, Ill.

This is the JENSEN

\$5.00



The easiest sold hand pump in the market. Does four times the work of other pumps with much less effort and equals a power pump in efficiency. It's strong, powerful, durable, economical and unrivaled in ease of operation. Has greater value than any other pump.

Dealers everywhere find it easy to sell. Get our very liberal discounts.

THE W. H. HOWELL CO., Geneva, Illinois.

20th Century Farm Horse

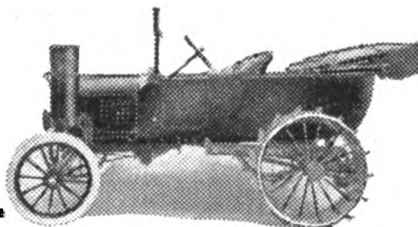
Does the Work of Four Good Horses on Any Farm

\$150.00

Furnished with Special Auxiliary Cooling System.

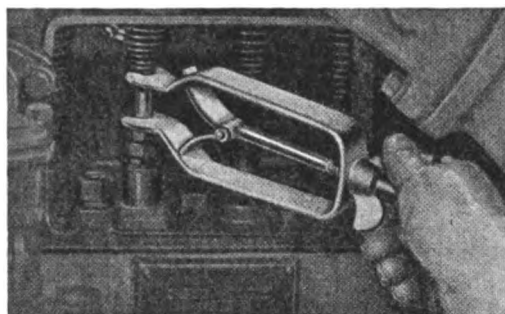
FITS ANY FORD

Write for Literature



LIBERAL DEALERS' PROPOSITION

FARM TRACTOR CO., 126-200 Doty Street, FOND-DU-LAC, WIS.



EVERY AUTO OWNER IN YOUR COMMUNITY Needs a Ryan Valve Spring Tool

In fact, it is necessary where ever motors of any description are used.

Marine hardware dealers find a big demand for them.

The only efficient tool of the kind made.

Write for full information and particulars

LIVE AGENTS WANTED

L. C. Ryan & Sons, Pacific Grove, Cal.

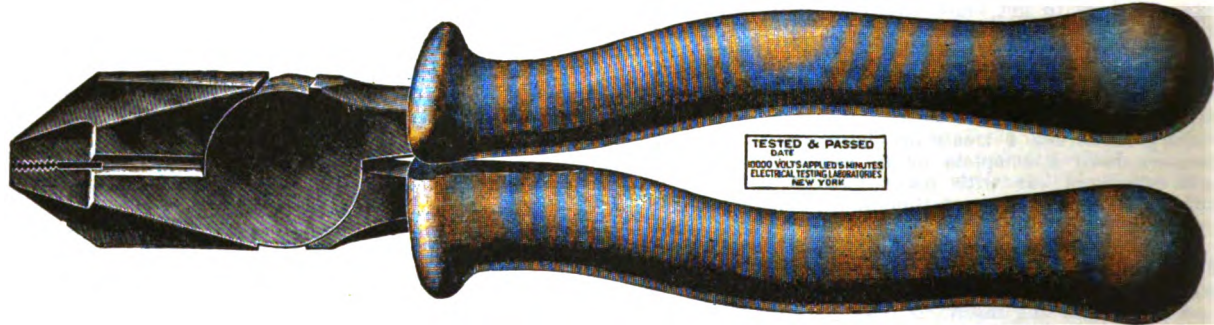


GOOD DEMAND FOR "RIMCO" INSULATED PLIERS

Heretofore efforts made by plier manufacturers to put out insulated pliers have been with pliers which had no practical value, in the sense that they would not take either a high insulation or stand rough practical usage, which a lineman is compelled to give a tool of this character. The Rubber Insulated Metals Corporation, Plainfield, N. J., is now marketing a plier which is of very high standard, and will fill all the requirements of a lineman and give universal satisfaction to him in his work.

to the metal that repeated experiments of a high technical character have failed to show any "breakdown," when once the rubber has been applied to the handles.

This plier can not only be sold for a lineman's plier, but can also be used as part of the equipment on automobile trucks and automobiles, as well as being used by those working about high voltage equipment. This article is submitted to the hardware trade as a high class product, and one that will meet with the general approval of the trade everywhere. The manufacturers will be glad to give any further information to our readers.



"Rimco" Insulated Pliers.

The plier itself is of the best and finest grade of tool steel, with an insulated rubber compound of high grade material, made to withstand high voltage test and also to give definite, practical service to the user.

One of the strongest features of this plier is that it bears the stamp of approval of the Electrical Testing Laboratories, Inc., of New York City, which stamp on each individual plier shows that it has been tested and passed for 10,000 volts. This in itself proves the quality of the article and shows that after the necessary rigid tests are made at the factory it still has to pass a severe test for dielectric strength put upon it by the Testing Laboratories before going into the consumers' hands.

The method of putting on the rubber insulation is one covered thoroughly by American and foreign patents, and has no equal, in the sense that this patent—the Elchemco Process—is the only method of its kind known whereby rubber can be attached to metal without its being purely a mechanical attachment. It therefore means that the bond of the rubber to the metal is of such a character that there can be no chance of it not being secure. On the contrary, it is so firmly held

There is a ready sale for these Pliers at \$2.00 and merchants will make no mistake by stocking and displaying them.

"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill their tires with



CURTIS AIR-FREE FROM OIL

Five different sizes of compressor. 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pneu. Mch. Co.
1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.

HAMMOND LUMBER COMPANY

WHOLESALE HARDWARE

Specializing in BUILDERS' Hardware

Sargents Locks and Hardware,
Nails, Bolts and Barbed Wire,
Beaver Board, Black Rock Board and
Upson Board.

Galvanized and Painted Corrugated Iron,
Northwestern Expanded Metal Lath.
Composition Roofings, Felt Insulating and
Building Paper.

Full and complete lines of these materials stocked in carload quantities.

We solicit your inquiries.

Offices and Warehouses, Twentieth and Alameda Streets - - Los Angeles, California

MR. HARDWARE MERCHANT:

Here's a golden opportunity for you. A chance to learn all about the **Automobile Business** during your spare time—a business you **must** eventually know.

You no doubt have often thought of adding Automobile Supplies to your Hardware line, but for the lack of knowledge no doubt, you have felt a hesitancy in doing so.

Here is your opportunity to learn the business from a to z—and with just a little time devoted to the perusal of Dyke's New Automobile Encyclopedia during your spare time—you will become thoroughly conversant with the business.

DYKE'S AUTOMOBILE ENCYCLOPEDIA WILL TEACH YOU—1918—SIXTH EDITION

Mr. Dyke, the Author, is the originator of the first Automobile Supply Business in America, he also published the first Book on Automobiles and manufactured the first Float-feed Carburetor. His experience as well as matter collected from the best sources in the world are embodied in this book.

The fact that the book is used by 58 of the leading Automobile Schools and over one hundred and fifty thousand books have been sold and not one returned ought to be sufficient proof that it will be worth many times its cost to you.

OTHERS ARE DOING IT.

Blacksmith Supply Houses use Dyke's book to teach the blacksmith the business so he can add automobile repairing to his business. Electrical Supply Houses use Dyke's books to teach the electrical dealer the ignition systems, so he can add Automobile ignition supplies to his business. Just so with the Hardware Dealer. Do you, Mr. Hardware Dealer, realize what this book will mean to you in time to come?

In order to give the reader an idea how complete this book really is we will mention the number of pages and illustrations devoted to some of the subjects underneath the illustration of the book.

There are 50 Instructions and 13362 Illustrations.
Repairs and Adjustments: 99 pages, 1189 Illustrations.
Ignition and Electrical subjects: 350 pages, 976 Illustrations.
Engines, Parts, Valve Timing: 84 pages, 239 Illustrations.
Carburetion: 44 pages, 97 Illustrations.
Accessories, Equipment for Shops, etc.: 38 pages, 100 Illustrations.

FREE SUPPLEMENTS

In addition to the 50 Instructions—part printed in two colors

Ford Instruction	How to Make a Ford do 60 Miles Per Hour; How
Packard Instruction	to Convert Into a Truck; How to Save Gas, Etc.

Price Including 1 Year's Subscription to Hardware World, \$3.50

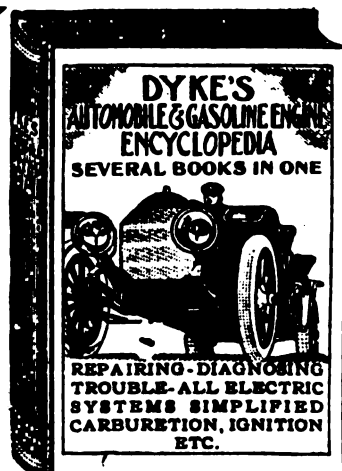


ADDRESS NEAREST OFFICE

388 Taylor Street
Portland, Ore.

Boatmen's Bank Building
St. Louis, Mo.

Phelan Building
San Francisco, Cal.

**SOME OF THE SUBJECTS:**

- 1—The Automobile.
- 2—Drives.
- 3—Steering, Springs, Brakes.
- 4—Axles, Differentials or Compensating Gears, Bearings.
- 5—Clutches.
- 6—Change Speed Gears or Transmission.
- 7—The Gasoline Engine.
- 8—Engine Parts.
- 9—Valve Timing.
- 10—Firing Order.
- 11—Six, Eight and Twelve V Type Cylinder Engines.
- 12—Carburetion.
- 13—Carburetor Adjustments of all Leading Makes.
- 14—Cooling.
- 15—Lubrication.
- 16—Ignition; Low Tension Coil.
- 17—Ignition; High Tension Coil.
- 18—Spark Plug and Coil Troubles.
- 19—The Modern Battery and Coil Ignition System.
- 20—A Review of the Various Coil Ignition Systems.
- 21—Low Tension Magneto.
- 22—The High Tension Magneto.
- 23—Magneto Installation.
- 24—Ignition Timing.
- 25—Engine Starters.
- 26—The Electric Starting Motor.
- 27—The Electric Generator.
- 28—A Study of the Different Leading Electric Starting and Generating Systems.
- 28A—Delco Electric Ignition Systems.
- 28B—Delco Electric Starting, Generating, Lighting and Ignition Systems.
- 28C—Care, Tests and Adjustments of Delco Electric Systems.
- 29—Care, Adjustments and Tests of Electric Starting, Generating and Lighting Systems.
- 30—Wiring of a Car for Starting, Generating and Lighting Systems.
- 31—Lighting a Car, Troubles, etc.
- 32—Storage Batteries and Repairs.
- 33—The Electric Vehicle.
- 34—Operating a Car.
- 35—Rules of the Road.
- 36—Care of a Car.
- 37—Accessories; Touring.
- 38—Insurance; License and Laws; Selecting a Car.
- 39—The Automobile Salesman.
- 40—Horse Power, Tables and General Data; Specifications of Leading Cars.
- 41—Tires.
- 42—Tire Repairing.
- 43—Digest of Troubles; Useful and Instructive Hints and Suggestions.
- 44—The Automobile Repairman.
- 45—Equipment of Garage and Shop.
- 46—Repairing and Overhauling.
- 46A—Repair Shop Useful Hints.
- 47—Commercial Cars.
- 48—The Gasoline-Kerosene Tractor.
- 49—Other Types of Internal Combustion Engines.
- 50—Dictionary.

NEW SALES MANAGERS FOR PACIFIC HARDWARE & STEEL CO.

Announcement was made in our last issue of the resignation of Arthur Sugden and W. H. Scott from the Pacific Hardware & Steel Co., San Francisco.

J. S. Rollins assumes the management of what is known as the city sales department, likewise having charge of their sales in the north Pacific Coast, Nevada, and export business.

J. B. Wood assumes the management of the sales department for California and Arizona.

F. G. Higgins, superintendent, assumes the duties of the office of treasurer of the institution in addition to continuing as superintendent.

All of these men have been identified with the Pacific Hardware & Steel Co. for many years and their ability is well known.

Your competitor has done you much good if he has made you more energetic, more careful, more attentive to business, and to the extent that he has done these things, he has brought money to your till.

RUMORS OF CONSOLIDATION OF SAN FRANCISCO HARDWARE JOBBERS

For the past several weeks there have been rumors of consolidation of two well known San Francisco jobbing institutions, and from those who claim to be well informed we understand the consolidation will probably take effect about the first of the year. Still there have been similar rumors in the past, that for one reason or another have never materialized.

However, it is claimed by those on the inside that the consolidation spoken of has every appearance of being consummated.

RUMOR OF ANOTHER JOBBING HOUSE IN SAN FRANCISCO

Almost on the heels of the humor of the consolidation of two of the San Francisco hardware jobbing houses comes the rumor of the establishment of one or two more jobbing institutions in San Francisco as branches of similar organizations.

If there is any truth in this rumor, probably definite announcement would not be made until it is learned whether the consolidation spoken of first takes place.




"Pittsburgh Perfect"

Wire Nails

ALL KINDS

Barbed Wire

Baling Wire and Ties

AT RIGHT PRICES TO YOU

PITTSBURGH STEEL CO

359-365 Monadnock Building
SAN FRANCISCO

Shipped from Mill or San Francisco Stock

A. C. RULOFSON CO.

Sales Managers




SARGENT'S NEW CO-OPERATIVE ADVERTISING

Sargent & Co., New Haven, Conn., are furnishing to the trade letters that are designed for use in show windows, and when suspended against the dark background the letters can be read at a long distance.

The separate letters can be used in forming the merchant's name, or advertising any special sale or holiday goods, for the combination of letters is such as will adapt themselves to a variety of purposes.

They will be glad to furnish this advertising to any of our readers upon request, also to send their co-operative advertising book, in which they show the different kinds of advertising matter they furnish to merchants.

It is always advisable to teach daughter how to cook, wash the dishes and make up the beds. It is no down-right cinch that she is going to marry a prince of a banker.

WORTH TEN TIMES THE PRICE.

The last issue of the "Hardware World" was certainly worth ten times the price you ask for it for a year, and I don't want to miss a single issue.

Arkansas.

SAM G. SMITH.

A Sanitary Tooth Brush Holder

Sells on Sight

HAS BOTH CAPACITY and STYLE



Stamped out of one piece of sheet steel and beautifully enameled in gloss and satin white.

A BATHROOM ORNAMENT

The attractiveness of Holder catches the eye of the customer which makes it a desirable article for

THE RETAIL DEALER

The sale of the Holder has far exceeded expectations; it is a reliable "repeater." The dealer's profit is substantial.

**ORDERS BEING
FILLED PROMPTLY**
Do not fail to order a few dozen at once. Orders can be filled by

BAKER & HAMILTON, Jobbers, San Francisco, Cal.

For illustrated circulars and full information address

E. J. CHUBBUCK CO., Dept. 5

Pacific Coast Distributors

731 Market Street - SAN FRANCISCO, CAL.

Shows every pound up to 300 lbs.



New Bathroom Scale

The demand is unlimited. Wanted in every well-furnished home, every physician's office, every hospital, every gymnasium. A remarkable scale because it shows every pound up to 300 lbs., is only 12 inches in width, length and height, has no coil spring, no loose weights and weighs only 17 1/4 lbs. Is

white enameled with a cork carpet mat. An unusual Xmas gift. Ask for Detecto literature and No. 118 Catalogue showing our entire line.
The Jacobs Bros. Co., Inc., 76 Warren St., New York

The Kingsburg Hardware & Furniture Co., Kingsburg, Cal., are now occupying their new building, and have a splendidly appointed hardware department. They are increasing their stock to meet the increasing demand of their trade, and report the outlook as one of the best they have ever seen.

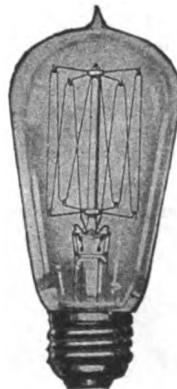
AN INVITATION

"Say, old chap, are you fond of moving pictures?"

"I should say so!"

"Then come round to our house next Tuesday, and give a hand. We're moving that day."

Immediate Delivery TUNGSTEN LAMPS



10 Watt
15 "
20 "
25 "
40 "
50 "
60 "

*Write for
Liberal Discounts*

Western Agencies Co.

*Pacific Coast Agents
U. S. Incandescent Lamps*

285 Minna Street - San Francisco, Cal.

THE NEW FIELD GARAGE BUILDING HAS OPENED UP

With the introduction of the automobile into common use, a new channel of profit presented itself to the hardware dealers of America. Practically every up-to-date store in the country now stocks accessories ranging from spark plugs and tires to oil and gasoline.

But in the last few years, with the great increase in the private building of garages to house these cars, additional prosperity not only for hardware dealers who sell the fittings but for carpenters and contractors who erect them, has begun to make itself felt.

The hardware and implement dealer has always carried in stock, hangers for barn doors, but this new and greater field makes it highly advisable to stock and sell the newer hangers for garage door use.

In order to realize the maximum profits from the sale of garage hardware, it is highly important that the dealer, or the carpenter in this line of work for that matter, make a careful investigation and adopt as standard a line that he can permanently push without the necessity of changes, adjustment and trouble.

There are a number of different types of garages being built. Standardized equipment which can be utilized under any and every conceivable condition reduces the dealers' investment in this line and increases his profits as well as insuring satisfied trade.

The equipment of course must be practical, easy working and of simple construction so that it can be installed with but little expenditure of time and labor.

Apart from that side, a strictly weather-proof hanging is necessary, considering that the building houses several hundred and in some cases, several thousand dollars' worth of expensive machinery. Doors when open must automatically be held back so that a gust of wind will not whip them shut against the entering car, breaking fenders and damaging car and door.

The doors must be non-sag so that they will fit perfectly, a tight connection at the same time is essential to keep the building warm in cold weather.

After considering these various requirements, the new Cannon Ball Combination (Folding-Sliding) Garage Door Equipment was evolved to meet the requirements necessary to sell and satisfy.

The construction of the Cannon Ball Combination calls for three doors; one hung separately on 'T' hinges and the other two connected in series butt hinges and partially supported by 'T' hinges.

The suspension of these doors is from a hanger operating in a tubular track attached to the wall above. A special Cannon Ball Adjustable Garage Hanger is attached at the end of the center door and travels back and forth in the tubular track as the doors open or close. This prevents sag and makes a smooth, easy operation. A touch opens or closes the doors.



A heavy bracket and permanent spring in conjunction with the center bracket support the track. As the doors fold and slide back, this spring expands, permitting them to be folded flat against the wall. The moment they are stopped, the spring holds them firmly in place, making it impossible for the wind to blow the door shut against the incoming car.

The single door, swinging independently, makes a capital service door for entering the garage when the machine is not to be used, doing away entirely with the necessity of a special foot entrance.

The advantages of this Cannon Ball Combination (Folding-Sliding) Garage Door Outfit are many. It is thoroughly standardized and built to fit any condition or situation. The doors cannot blow shut. They make a tight, yet easy-operating opening that keeps the heat in and the cold out. The no-sag feature is insurance against binding and the doors are folded IN so that snow and ice can never block their opening.

In case of swelling or raising of the floor of the garage, the adjustable feature of the Cannon Ball permits of its being quickly set to meet the altered conditions.

Practically no floor space is required, because the doors are hung on the inside of the garage and fold back flat against the wall.

Here is unquestionably the ideal equipment for the dealer who is conducting his business on a real business basis.

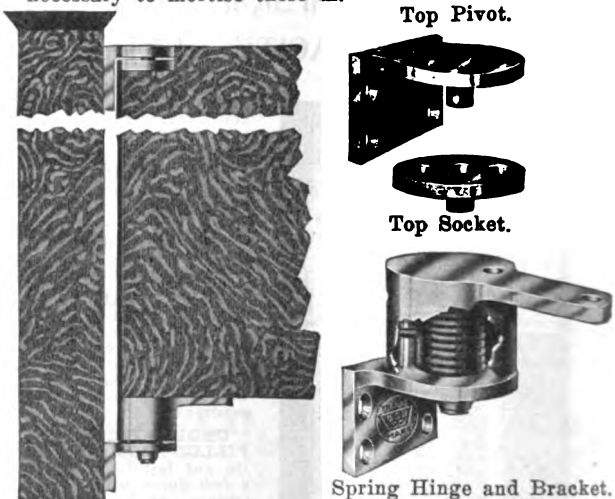
This equipment does away with stocking in large quantities and means that but one size and style be carried to meet all requirements. Minimum investment for maximum profit returns.

Hunt-Helm-Ferris & Co. of Harvard, Illinois, the manufacturers, will be glad to give further information.

CHICAGO "SAGLESS" GATE SPRING PIVOT-HINGE

Advantages of this hinge are as follows:

1. Ease of application. The only tools necessary being a screw driver and bit brace, or if Top Pivot is applied to the top of the gate, the screw driver only is necessary. The Top Pivots are round and it is not necessary to mortise these in.



2. The hinge being of the pivot type, it is impossible for the gate to sag and strike the opposite casing, which quite often happens with some other types of hinges used for gates.

3. For the same reason it is not necessary that heavy tension be applied to the spring so that the gate has a very easy action.

4. The hinge is noiseless.

5. The hinge is very neat and compact, being round there is nothing to catch the clothes.

Free Samples to Merchants



LEATHER mats and runners are articles needed in every home. The sale is only limited to the number of people in your community. These leather mats and runners are guaranteed to outwear all others.

They are said to be far more durable, more economical, sanitary, than either wire or rubber mats. They are used in the largest office buildings, hotels, theatres, offices, from one end of the country to the other. They are reversible, dust and dirt will not cling to them, it sinks through to the floor where it is easily brushed. Neither water nor atmospheric conditions effect them.

They are odorless, require no attention, no beating or shaking, no sweeping or vacuum cleaning. They need never be touched with the hand, they roll up with a touch of the foot.

They are absolutely safe, one can't slip on them. The shoe grips the mat, and the mat clings tightly to the floor. There is no exposed metal. You can't catch in them the points of umbrellas or canes, nor the leather of a worn shoe.

They are attractive and made to fit. They will never present a torn or jagged appearance, they wear evenly.

For economy, convenience and safety they are not equaled by any other mat made.

They are made of sole leather, which is the very best possible material for making them, which has ten times the life of rubber, is far more cleanly than cocoa or fibre, does not absorb moisture or warp like wood, does not cut or scratch hardwood floors, tile or marble like steel.

They are made by one of the largest manufacturers of soles and heels in the country, being the small pieces or remnants, which are left over in making soles and heels of shoes.

They are bound together with Bessemer Steel Wire of extra heavy gauge.

The demand for such a mat is practically universal, and so confident are the manufacturers that they will appeal to merchants and business men as an article they can easily sell, that they will be glad to send a sample of a mat showing its construction and material to any merchant who will make the request. There is no charge for this.

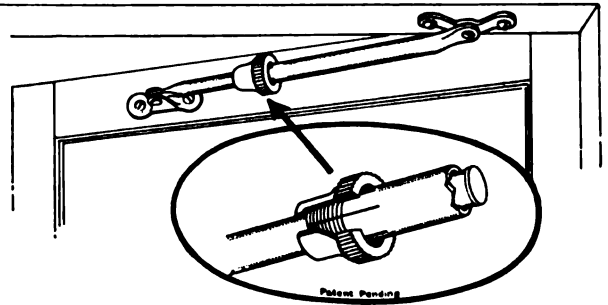
Subscribers living east of Denver should address Frank Alexe, Marbridge Building, Broadway and 34th Street, New York. Subscribers from Denver to the Pacific Coast should address Al Coney, 320 Holbrook Building, San Francisco. Either of these parties will be glad to send free samples to any of our readers who will mention this item.

CASEMENT SASH ADJUSTER, FREE SAMPLES TO MERCHANTS

A casement sash adjuster that is very simple in its construction, and one that is most thoroughly efficient is one that has been placed on the market by Simpson & Stewart, 565 16th Street, Oakland, Cal.

While there are many adjusters of various kinds, the adjuster they are marketing appears to have overcome all the defects or objections urged against other adjusters. This one is proving extremely popular with owners, builders, contractors, architects and mechanics.

The cut herewith shows the new and clever device



for controlling a casement sash. It consists of a rod sliding in a tube, one end of which is threaded and slotted. This engages with the tapered thread inside the knurled nut. By turning the nut with the fingers any desired friction can be obtained and the sash is held firmly at any angle desired.

Its automatic action allows its use at the head of the window if desired, leaving the sill clear of hardware. It requires one inch of space between sash and screen, hence can be easily used where screens are used.

Its simple construction permits economical manufacture and it retails at from 60c to \$1.00 according to material and finish. It is made in solid brass and steel plated.

While a number of the jobbers are selling these, Simpson & Stewart will be glad to furnish a sample to any of our readers, either wholesale or retail merchants, who will make their request on their letterhead, mentioning where this item was seen.

TWO BROOMS IN ONE

The Lee Broom & Duster Co., Lincoln, Nebraska, who are the largest independent broom manufacturers in the country, and whose products have been awarded prizes in competition wherever exhibited, offer an article to merchants that is needed in every household.

The Lee broom is an entirely new product, and outsells the ordinary broom so rapidly it is hard for merchants to keep them in stock. One can cut the seams on the improved Lee broom as the broom wears shorter, and receive double service over the old style wire made broom.

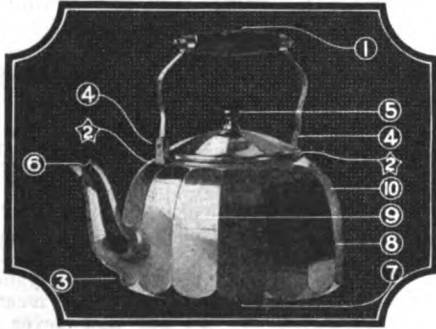
They will be glad to give full information to any of our readers upon request, and they will find it worth while getting their proposition.

A NEW IDEA IN ALUMINUM

In the Mirro line of aluminum, quality of workmanship, beauty of design, excellence of material, and unusual utility are all wondrously combined.

The tea kettle shown below, for instance, is representative of the entire Mirro line. Dealers and customers alike will be quick to see and appreciate the new conveniences embodied in every article.

An exclusive feature of this Mirro kettle is found in the handle ears (2) which are welded on. This totally removes all need for rivets which work loose



and collect dust. This advantage also adds to the appearance of the article besides resulting in keeping it bright and new at these points by allowing of quicker, easier and more effective cleaning.

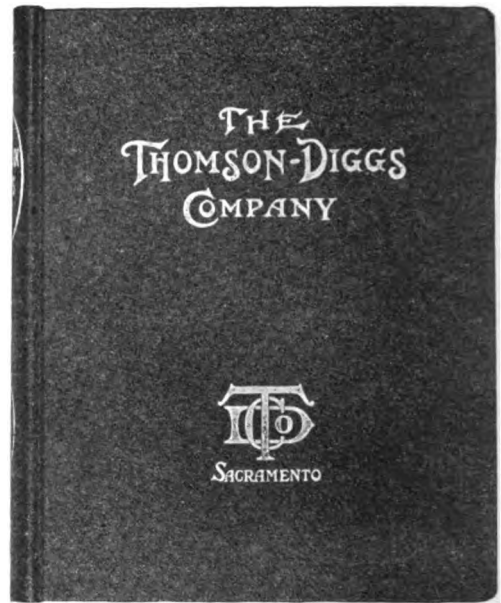
Mirro Aluminum is made by the stamping process—from aluminum free from weakening alloy. Each sheet is tempered to just the proper degree of hardness, depending on the nature of the utensil. Each sheet is cross-rolled on an average of 65 times under many tons pressure. This moves the molecules back and forth, obviating any "grain."

The finished sheet has a mirror surface and a "spring" approaching that of steel. Whatever the article, the metal is of the same uniform thickness throughout, due to the Mirro rolling and stamping processes. There are no weak spots—no thin aluminum shell at any point to give way under usage.

Other features of the kettle here illustrated are the highly ebonized, sure-grip detachable handle; slotted ears that permit handle to be adjusted to any desired position; rivetless, no-burn, ebonized knob; self-filling, quick pouring, welded on spout; unusually wide base; flame-proof sides; and the famous Mirro finish.

This line is made by the Aluminum Goods Manufacturing Company, Manitowoc, Wisconsin, one of the largest concerns in the world manufacturing aluminum ware. The line is being extensively advertised in foremost national publications, augmented by attractive store and window displays.

Robert A. Brownley, for years manager of the business of the late John Brownlie, has purchased the hardware business formerly conducted by the heirs of the estate at Vallejo, Cal.



THOMSON DIGGS NEW CATALOG

Thomson Diggs Co., the well known Sacramento Valley jobbers of Sacramento, Cal., have issued their new No. 16 general catalog, which is now being distributed.

This is the most complete catalog ever issued by them, and shows many new lines of goods they have added to their stock since last year.

It is quite a task to issue a catalog of this magnitude, owing to the conditions which have prevailed during the past year, when such radical changes in prices and lines have taken place.

This catalog is strictly in keeping with the character of the institution, for no expense has been spared in making it one that will be of distinct help and value to the retail merchants, and give them all information needed.

In these days of high cost of paper, many jobbers feel this is where they can economize, but the Thomson Diggs catalog is printed on a splendid quality of book paper, well illustrated, showing their various departments and classifying them so as to make them easy for reference, such as general hardware lines, household goods, automobile accessories, cutlery, sporting goods, etc.

Their lines comprise goods of standard manufacture, they using the factory stock number in their lists wherever possible. Their sporting goods department, weights and measures, pump information and other useful data is valuable to the merchant who has it for ready reference at all times.

This catalog comprises almost 1100 pages, and any of our readers in the territory in which Thomson Diggs distribute their products can have a copy of this valuable catalog upon request.



**ASBESTOS
SMC
BRAKE LINING**

IT'S TOUGH

DURABLE AND DEPENDABLE

Special Sets for FORDS

Get Our Prices

STAYBESTOS MFG. CO.

5537 Lena Street, Germantown, Phila.

Business Opportunities

POSITION WANTED.

A-1 hardware man wants position as manager, country store preferred. Address "H. W. A.," care **HARDWARE WORLD**.

HIGH GRADE TRAVELER WANTED.

We want a high grade traveler in all those words imply for Colorado territory. A clean cut man of good character and habits. A salesman in the best sense may learn something to his advantage by giving full particulars and addressing Colorado, care "Hardware World."

FOR SALE.

A nice clean stock of general Hardware, Implements, Stoves, Paints, Oils, etc., in a good live county seat town in the upper Sacramento Valley. A fine opportunity to obtain an old well established hardware business. For further information address "B. L.," care "Hardware World."

FOR SALE—Hardware stock, clean and well assorted, located in live, up-to-date Southern California city. Finest climate and water in the state. Will invoice about \$25,000. Best reasons for selling, full particulars on request. This is a splendid opportunity for some one wishing to live and do business in the garden spot of the U. S. Address Box A, care **Hardware World**.

SALESMAN WANTED.

Who is calling on hardware stores, general stores and department stores to handle as a side line a high-grade line of metal ware, such as galvanized buckets, tubs, dairy pails, etc., on commission. Great opportunity for right man to make big money handling a side line. Address "M. C.," care "Hardware World."

HARDWARE OPENING.

In new railroad town, surrounded by large fruit and farming district. Nine miles to nearest hardware store. Should carry Hardware, Implements, Engines, Motors and Pumps. Good mechanic in these lines can be kept busy on the outside. Good store and location just vacated, low rent to reliable party. If interested write, Secretary, Chamber of Commerce, Navelencia, Calif.

I WANT A POSITION

I want a position where ability counts, where there is opportunity to go ahead, and prove my worth. I am 40 years old, married, have no bad habits, do not drink or use tobacco. I have had a general hardware and implement experience; have sold gas engines and implements for a number of years. I can give good references and bonds. Address F. M. A., care "Hardware World."

AN A1 OPPORTUNITY

An A1 opportunity for a live man to buy an old established hardware store, tin shop, slate roofing and warm air heating business located in one of the best manufacturing towns in the Pittsburg, Pa., district. Will invoice about \$15,000 to \$18,000. Part of the stock can be reduced. The average sales for the last three years was over \$55,000. This can be increased from 20% to 25% by a live wire. This is an unusual opportunity to slip into. A splendid paying business. Will either sell, or rent building. Unable to attend to business on account of poor health. Will bear the closest investigation. Don't answer unless you mean business. Address "A Bargain," care "Hardware World."

WANTED.

We are in the market for a new or second-hand Computing Scale and Cash Register. Second-hand preferred. Address F. C. Parrish, Deming, N. M.

FOR SALE.

Owing to continued ill health of owner, will sell our well established general hardware business, doing about \$30,000 a year. This business is located in a thriving little city of Southern California. Delightful climate. Fine schools, churches. Business can be largely increased by younger man. Address "Howe," care **HARDWARE WORLD**.

GOOD OPPORTUNITY IN NEVADA

Since I haven't had time to give my personal attention to my business, I will sell the stock of goods and the business, or I will sell the stock of goods and rent the building for \$75.00 per month. It will require an investment of about \$17,500.00 to purchase the real estate, building and merchandise. Sales run from \$30,000 to \$35,000 per annum. Address B. M. Co., care **Hardware World**.

SITUATION WANTED.

Experienced traveler in the hardware and electrical jobbing line desires a new connection by December fifteenth. Long familiarity with the dealers in the Pacific Northwest assures results as to service, although prefers to engage in house work in a managerial capacity. In any case must be position that presents possibilities for advancement and co-operation in high class service. Best references from the trade or present position. Address M. B., care **HARDWARE WORLD**.

POSITION WANTED.

With thorough business experience, over-average ability, fifteen years selling, purchasing and managerial positions. Seek connection with mercantile, manufacturing, Petroleum Mining, or as Sales representative for Manufacturer or Jobber. Age 42 years. Good references. Former occupation Mine and Mill supplies, Iron Steel, Heavy hardware, etc. Address "D. J.," care **HARDWARE WORLD**.

The **HARDWARE WORLD** is certainly a great publication for the money, and I enclose subscription for three years. **GEORGE W. CALTA**, South Dakota.

Frank D. Walsh of the Harry Lee Martin Co., Lancaster, Cal., is expecting to put in a larger stock, and is preparing for a busy Fall and Winter trade.

READ AND RE-READ.

We look forward to receiving the "Hardware World" each month; in fact, we must have it.

We all read it, and then we read it to our customers (when we have time).

PIT RIVER HARDWARE CO.

For Better Bookkeeping

LOOSE **IP** LEAF

ASK YOUR STATIONER

Plumbing and Heating

PUTTING THE BATH TUB ON THE MAP

By Harry Gale Nye.



Not long ago a gentleman connected with the Iowa Agricultural College, who is so fond of statistics that his wife is jealous, made a "sanitary survey" of one of the leading counties of that state. In fact it was the county in which the agricultural college is located.

He found that, while pretty nearly every farmer in the county has an automobile, only 3 per cent of them had bath-tubs. In one township every farmer but one had a car, but the bath-rooms were few in a hill.

This fact is not recorded here to heap shame upon the grand old state of Iowa, or to say that cleanliness is next to godliness, and Iowa some distance from both. I would be willing to bet that the per capita of bath-tubs in the rural districts of Iowa is as high as in any other state in the Union, and higher than most.

Neither is it intended to cast aspersions at the farmer or the noble occupation of massaging the soil. The farmer is the only fellow in the United States who doesn't strike, and yet who could bring us to time quicker than anybody else if he ever did. Just now the American farmer has taken upon his shoulders the little chore of feeding the world; and, with the help of Iowa, he is going to be able to do it.

No, sir, or sirs, if this little article is a slam at anybody it is a slam at my good friends the plumbers of that celebrated state. When the people of a community haven't bath-tubs, it isn't as much their fault as it is the fault of the men who ought to be spreading the gospel of the bath-tub among them.

There are some of us fellows who think if we print a stock cut of a bath-tub in the county paper, along with our name and address, (although sometimes we leave the address off), that we have done our full duty; and that, if then the farmers of our vicinity still go without bath-tubs, it is up to them.

Is it any wonder that the farmers buy cars and forget about tubs? The magazines they read are full of auto ads. The conversation they hear is full of auto terms. But the bath-tub is not a subject of ordinary conversation, except in the very best circles, where it is referred to as "my bawth" or "me morning tub."

Then again, people like to be seen riding around in their own automobile. But who would care to be seen riding around in his bath-tub? Very few.

So it is up to the plumber to create a desire by advertising and solicitation. Heavens knows he has enough talking points. Sanitation, health, comfort,—reasons that can be repeated in as many different ways as playing a fiddle. But by advertising I mean real advertising.

It won't be enough to print some beautiful porcelain ads in the village paper. To get out and hustle won't hurt a bit. It might be well to make friends with the building material dealer, or the architect. Maybe he will tell you the names of some people who are going to build. He surely will if he is the right kind of a fellow—and you are. Maybe you can find out in some other way the names of some other people. If you can, you can pay him back.

Then get out a nice, short, enthusiastic letter to the man who is going to build and suggest that it will save time, trouble, expense, and mussing up the place if he puts in a bathroom now, and that the matter of water supply is simple and the cost of installation not excessive. It will arouse his curiosity, or will arouse the curiosity of his wife, which, as compared with a man's curiosity, is as 744 to 11. No doubt some of your jobbers will have some nice literature that you can enclose to show the kind of a bathroom you mean.

Maybe before you get through you will sell that man a good deal more than a bath-tub. There is more or less piping around a modern farm and a bath-tub isn't the only thing to sell a farmer. If he is going to pipe the house he may as well pipe the barn. Do you pipe the opportunity?

It seems to me that the opportunity is of the golden variety. A community that is rich enough to run 25 to 95 per cent automobiles and

Garden Hose Valves OF Recognized Quality

Which command repeat orders for you.



Sizes $\frac{1}{2}$ " to $2\frac{1}{2}$ " inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.

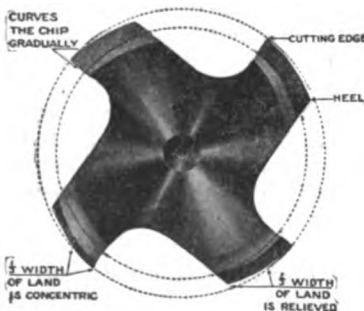
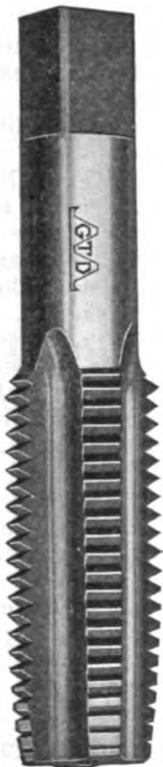


Quality Plumbing



M. L. KLINE
84-86-87-89 FRONT STREET
PORTLAND, ORE.

GTD Taps are Relieved Like a Milling Cutter



That is, one-third of the land back of the cutting edge retains the full cutting size. The remaining two-thirds is relieved on top, bottom and sides.

This reduces friction, prevents binding and makes the tap cut free and easy.

You should learn more about the G. T. D. line and the consumer advertising we are doing to create a demand for G. T. D. tools.

Ask for particulars, literature, etc.

GREENFIELD TAP & DIE CORPORATION

Greenfield, Mass.

New York, 28 Warren Street
Chicago, 13 South Clinton Street
London, 149 Queen Victoria Street
Canadian Factory, Wells Brothers Company
of Canada, Ltd., Galt, Ontario



bashful enough to run only 3 per cent bath-tubs ought to be just the right kind of a place for the right kind of plumber.

And, of course, there is not only the fellow who is going to build, but the farmer who built years ago, to get after. Write to him and tell him how much you would like to have a little chat with him about modernizing his home. Tell him that perhaps the reason he has not been in is because that he didn't know what the expense would be, but that it won't be anything to find out—and it will be 'way out of proportion to the comfort and convenience he will enjoy after the bath-tub is installed.

And, believe me, that while automobiles are more or less contagious and epidemic, bath-tubs become so after a reasonable number have been installed in a community. Proud housewives will show them off at home and brag about them abroad. Children will cry for them.

Yes, sir, the bath-tub business in rural communities is looking up. We ought to look it over, not overlook it.

HEEDLESS YOUTH

Feeling that thirty years of honest industry entitled him to a vacation, and as his son Tom was now quite able to do any work which might arise, Mr. Bilks, the well-known plumber, departed for a three months' motor tour, leaving Tom in charge of the shop. With youthful enthusiasm Tom set to work, and it was with complacent pride that he greeted his father upon his return.

"And how is business?" Bilks asked cheerfully.

"Fine," Tom responded. "There's no use in talking, Dad, but I have made things hum! I've cleaned up everything—there isn't a single unfinished job on the slate."

Mr. Bilks turned pale.

"You mean to say you've finished with the bathroom at Brown's and the kitchen sink at Smith's?" he said slowly.

"Sure! Why, those jobs had been hanging on longer than I could remember!"

"My boy," Mr. Bilks said sadly, "you don't realize what you have done! I've enough to keep me in my old age, but you, poor lad, have thrown away what were to have been your most valuable legacies. Those jobs paid your way through college, and, taken care of, would have maintained you in comfort for the rest of your life!"—Public Ledger.

The Whittier Hardware Co., Whittier, Cal., have secured the plumbing contract for an addition to the Whittier College at Whittier, Cal.

... We are enclosing remittance covering our :
: subscription for the ensuing three years, and :
: wish to tell you we value your paper very much. :
: In fact we would dislike very much to be with- :
: out it. NATIONAL BRASS CO., :
: Grand Rapids, Michigan. :
...

TEN EXCUSES FOR PACIFISTS AND TRAITORS

I. When driven to make an unequivocal statement protest your loyalty and then change the subject.

II. Assert on every occasion that "Wall Street" made the war. Never mind explaining when, how or why.

III. Get in all the sneers you can at any professions of ideal motives. If you can find any flaw in our democracy say that "we are just as bad an autocracy as Germany." Use the word "hypocrisy" at every opportunity. Place the war in as sordid a light as possible.

IV. It is dangerous to denounce the United States directly. But rake history from end to end for mud to throw at the Allies. Especially, twist the lion's tail.

V. Profess great concern lest sending food to Europe will starve America. Support every embargo movement that applies to the Allied nations and none that does not.

VI. If the President asks for any extension of power rave about "dictatorship" and the "overthrow of the liberties for which our fathers," etc.

VII. Spread rumors that the Allies are going to betray us or take advantage of us as soon as we are deeply enough involved in the war.

VIII. Accept conscription in principle but hamper its working in every possible way. One good way is to start scares about revolution and internal disorder as a pretext for keeping a large part of the army at home.

IX. Demonstrate that the enemy is unconquerable and victory hopeless. Play the "candid friend" and act as a depressant.

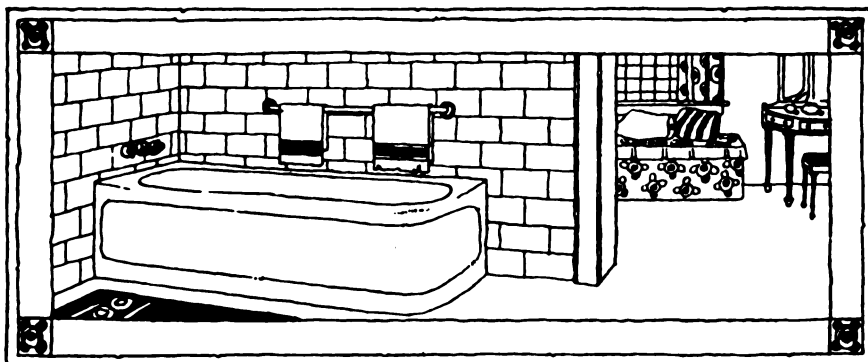
X. Be very jealous to prevent "entangling alliances" and be much concerned about the Monroe Doctrine if we "mix ourselves in European quarrels." A permanent league of nations would embarrass your Junker friends if they remain in power after the war. Germany can only hope to conquer other nations if they act selfishly and in isolation.—Independent.

The E. O. Nay Co., Pasadena, Cal., has been awarded the contract at \$8118, covering the plumbing and steam heating in the two-story addition to the Las Encinas sanitarium at Lamanda Park.

F. C. Schilling & Son, Los Angeles, Cal., have been awarded the plumbing and gas fitting contract for a two-story residence in course of erection in Fremont place for James Shultz.

D. Z. Payne recently suffered a loss by fire on his hardware stock at San Fernando, Cal.

Frank Williams, formerly connected with the Concord Hardware & Plumbing Co., Concord, Cal., is now engaged in the plumbing business at Concord.



As the "Twin Six" surpasses the first horseless carriage—
so does the Sierra Built-in Bathtub surpass the old fashioned bathtub.

PACIFIC



PLUMBING FIXTURES

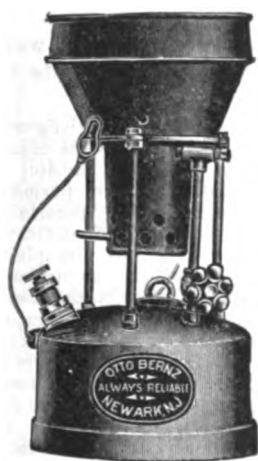
Main Offices and Show Room
67 New Montgomery St.
San Francisco, Cal.

For Sale by All Jobbers

Branch Offices, Portland and Los Angeles

Factories
Richmond and San Pablo
California

It's Up to YOU



PATENTED
No. 12 Pump
No. 11 Bulb

to buy the best tools for your men, tools which will give the required results, tools which will last the longest. Your men can then do your work satisfactorily.

For the best and most practical furnaces and torches, you should buy the "Always Reliable." No better can be made. Our reputation has been built up by the thousands of users of our goods.

If you have never tried the "Always Reliable" line, you should do so now, so as to satisfy yourself.

—Your jobber will supply you at factory prices.

Otto Bernz, Newark, N. J.

Dependable Tanks



If you desire the best, choose our

"Copper Brazed" Construction

Positively hold air without loss of pressure.

Pneumatic and Storage Tanks.

Range Boilers, Riveted or Welded.

Special Tanks for Air, Gas or Liquids.

Manufactured by

WM. B. SCAIFE AND SONS CO.

Pittsburgh, Pa.

Factory, Oakmont, Pa.

IF YOU HAVE ANY OUTLAWED DEBTS OWING YOU, READ THIS

(Copyright, by Elton J. Buckley.)

Probably every reader hereof, except perhaps somebody fortunate enough to have always sold for cash, has debts which are more than six years old, and which are outlawed under the laws of practically all States. A debt once outlawed cannot be collected, as long as the debtor is shrewd enough not to revive it. If it is revived it can be collected just as if it were not more than six years old.

Generally speaking, there are two ways of reviving an outlawed debt. One is by paying part of it, even though a very small part. A man who has owed \$500 more than six years and who pays even a dollar on it after the six years have run, revives the whole debt, and if he is financially responsible, it can be collected from him.

The other way of reviving a debt more than six years old is by having the debtor clearly acknowledge it and promise to pay it.

If you can get an outlawed debtor to do either of these two things, you can get your money, provided he has it to pay.

Sometimes a debtor will revive an outlawed debt ignorantly, without meaning to, therefore I have seen many creditors shrewdly manipulate things so the debtor would say or do something that would revive the debt, so it could be collected.

An interesting case has just been decided by a State Appeal Court. In Pittsburgh, Pa., two men were in partnership as retail grocers. They did a large business, and bought largely, particularly from a New York jobbing house, to which in time they owed \$5000. The jobbing house tried to collect, but could get only promises. Finally without paying anything, the retail firm were sold out by their landlord for unpaid rent. They did not go into bankruptcy.

This was in 1909. Several years later, in 1912, one of the partners of the defunct firm went into another business, and became prosperous. The New York jobbing house one day sent a representative to him to see if he could not collect something on the old \$5000 debt, which remember was not yet outlawed. The debtor remembered the debt, acknowledged that he owed it and promised to pay "as soon as I get the money." And he went further. He offered the jobber's representative \$50 on account, which, however, was refused on the ground that it was too picayune as a payment on a \$5000 debt. All this was in the presence of two witnesses.

Nothing happened until 1916, when the former partner who had offered the \$50, died without having paid anything. The jobber presented the whole claim of \$5000, with interest, against his estate, and collected it, on the ground that the debt had been revived by the

debtor's offer to pay \$50 on account within the six years. This the lower court upheld, the case was appealed and the Appeal Court has now upheld the verdict in a decision which I will discuss in a moment.

There are two phases of the revival of a debt. Let me illustrate them both:—

First.—A man contracts a debt on January 1, 1910. If nothing is done about it until January 1, 1916, the debt is outlawed, because the six-years statute of limitation has expired. After that, however, it can be revived in either of the two ways I have described. And it makes no difference how old it is, either, if the debtor revives it as I have explained.

Second.—A man contracts a debt on January 1, 1910. I have already explained how the debt would automatically outlaw itself on January 1, 1916, if nothing was done about it before. But suppose the debtor in June, 1913, acknowledges that he owns the debt, and promises to pay it within a reasonable time, or better still, makes a partial payment on it. The debt will not now be outlawed until June 1, 1919, for what the debtor did in June, 1913, gave the six-year period of outlawry a new beginning. If he had acknowledged the debt, or made the payment in September, 1915, it would not then have been outlawed until September, 1921.

The case I have described belonged to the second class. The debt was incurred in 1908, but was acknowledged and partial payment offered in 1912, which then became the new beginning for the outlawry period. Therefore the debt would not have been outlawed until 1918, and the claim against the dead partner's estate was in time in 1916.

With all this the court agreed, and it would be so ruled, I think, everywhere. I quote this from the court's decision:—

A clean, distinct and unequivocal acknowledgement of a debt or an existing obligation, such as is consistent with a promise to pay, is sufficient to toll the statute (revive the debt and start a new period of outlawry). There must, however, be no uncertainty either in the acknowledgement or in the identification of the debt. The acknowledgement must be plainly referable to the very debt upon which the action is based, and must also be consistent with a promise to pay on demand and not accompanied by other expressions indicating a mere willingness to pay at a future time. A mere declaration of an intention to pay is not equivalent to a promise to pay. The acknowledgement must be such as indicates an intention to pay the debt existing at the time of the acknowledgement. The time of payment need not be immediate, but the intention to pay must be present.

In another case a debtor said, speaking of an outlawed debt: "I will pay you all I owe you and if I can do anything for you before that time I will do so, you need not trouble yourself about me that I will not pay you, for I expect to pay all I owe." The court said this wasn't such an acknowledgement and promise as would revive the debt; it was not sufficiently specific or definite.

YOU GET THE SIMPLIST AND BEST COCK EVER MADE when YOU SPECIFY B. B. HIGH PRESSURE BALL COCK



Has Only One
Packing Which
is Readily
Removed

They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY

Bacon and Flimpton St., Waltham, Mass.

THE "SAVILL"
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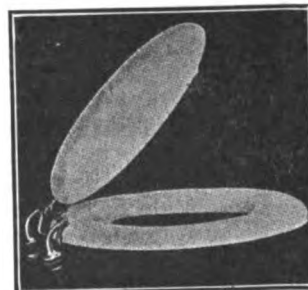
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Genuine Pyralin Products cost no more than inferior goods, so insist upon getting the best — the Church quality.



Our "Genuine Pyralin" Closet Seat



QUESTIONS AND ANSWERS



Connecting Roof Drains

Editor Questions and Answers:—What is the proper size for a roof drain, and is it right to drain same into the ventilating stack of a dwelling.

J. R. BUSEY.

The exact size of the drain will depend upon the amount of roof space it will have to take care of, but for an ordinary house we believe that one from three to four inches in diameter will be sufficient. It is better to have it a little too large rather than to have it too small and changes are quite expensive to make, especially at the prevailing prices. It is not good practice to connect the roof drain to the ventilating stack. Use the plumbing system for the matters for which it was devised, and make the roof drainage system separate. The roof system is quite likely to collect leaves which are sure to cause stoppages.

Getting Purer Air Into the House

Editor Questions and Answers:—Is there any inexpensive way in which I can get a fair amount of pure air into my steam-heated house? All the radiation is direct steam radiators and the house quite well built.

JOHN BISHOP.

You can change some of your first floor radiators for the types of radiators which is known as direct-indirect radiation. This would probably not necessitate any changes in your pipe system, but would require cutting in the floor in base board to secure room for the air conductor to the direct-indirect radiator. The house being well built as you state, it will be also necessary to devise some means of removing air from the room or rooms, as you can force only a certain amount of air into a room unless some means is taken to get the air out. You can also make use of indirect radiation, but it would cost you considerably more to make the changes that such radiation would require.

Wants Good Cellar Bottom

Editor Questions and Answers:—Am going to build a home for myself, and though I know this question don't come directly under the head of plumbing, I thought your practical man might know. I want a dry cellar and would like to know the right way to build one. I enjoy reading your magazine and trust to see my question answered soon.

CHAS. TIBBITTS.

Many cases have shown that it is impossible to keep dampness out of a cellar by beginning on the inside to attempt to secure results. Now while tar, tarred paper, cement and all such materials are well enough used as assistants to secure the desired result, they will not succeed if the general scheme is such that the water is thrown, to express it, against the cellar walls and bottom. Speaking at large, see to it that the drainage system is such that the surface water and roof water is easily taken away from the place without having a chance to seep down against the cellar walls and you will have a dry cellar.

The Laundry Floor

Editor Questions and Answers:—Will you kindly tell us what material is best for a laundry floor? Is there any way of preparing wood so it will answer for this purpose.

F. H. EDWARDS.

A laundry floor should be made of some material that is impervious to water, and while we have heard of many kinds of substances for treating wood, we do not believe that for this purpose it is a success. The laundry floor should be so made that it can be easily cleaned—flushed with a hose if desired. It should have an ample floor drain connected to the sewer and properly trapped. Laundry floors are made of cement, of tile, and of any good natural stone. Speaking generally, we do not favor cement, as it generally cracks and then these cracks always accumulate dirt and filth. A good tile floor well laid and with joints properly made, is about the best thing for the purpose, according to our notion, although we do not set ourselves up as a positive authority.

A Very Old Kick

Editor Questions and Answers:—Had occasion to do some gas repair work recently, and the customer sure did kick about his gas meter. As we sell considerably many gas fixtures in the course of a year, would like to know if there is any way of "smoothing down" these kicking customers, though the gas meter comes under the gas company's charge—not ours—yet we sometimes come in for some of the blame.

JOHN ROE & CO.

The kick regarding gas meters is the subject of kicking from the time that meters first began to be used for measuring gas. While there may have been some just causes for kicks in the meters now generally used, any leak in the

It's a Well Known Fact---

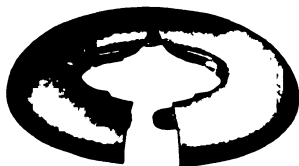
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Made for water, steam, gas and oil. Approved by the Underwriters' Laboratory, and tested to 300 pounds pressure before being passed as perfect.

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diaphragm results in the customer's benefit—not the gas company's. The trouble is that the customer—99 out of 100—don't understand how the meter works. Explain it to him (or her); that is, if you understand it yourself, and if you don't, why make it your business to find out. Carry out the policy of educating your customers and there will be fewer kicks.

Venting Steam Mains

Editor Questions and Answers:—Is it good practice to vent the steam mains? Will such a course give any better results to the working of the system?

A HELPER.

On a small job of heating, say five or six radiators with a short main, we doubt if the results would be much better; but in larger jobs say from twenty-five to fifty radiators, we believe that the practice pays. In quite large pipes when the steam is admitted to the pipe—if no air valves are used—the steam will move along the top of the pipe, while cold air remains at the bottom. This causes an unequal expansion of the pipe and is the direct cause of many leaks, cracked fittings and ruined valves. The main should be air vented and the air removed from the bottom of the main—not the top, by introducing a small pipe inside the main. A long large steam main should be so vented every one hundred lineal feet.

Connecting Radiators for Expansion

Editor Questions and Answers:—Please tell me the safest way to connect steam radiators so as to make all due allowance for the expansion. While in these days of close figuring and high prices, we have to struggle to get out even. We want to know the best way of doing the work.

D. E. & CO.

If you have a two-pipe steam job you will have to connect with sufficient ells and nipples to take up the expansion. If, however, you have a one-pipe job, one of the best ways is to place the supply valve at the opposite end of the radiator from the steam rise, and then carry the branch behind the radiator. If the tie in the riser line be kept close to the floor, you will have enough room to get a good pitch on the pipe running behind the radiator and connected in this manner, there will be swing enough to allow for all usual expansion. If your customer will not "stand" for such connections, you will have to put expansion joints in the steam risers.

Piping Points

Editor Questions and Answers:—Had an argument with one of our journeymen as to the most important points of steam heating, and just to settle it, we are referring the matter to your magazine. Will you not mention

at least three points which you consider the most important?

JOHN RHOADES.

We should consider the following points the most important in steam heating jobs:

First—The lines of pipe, mains, branches, etc., should be so run that all condensation shall drain freely to some designated point.

Second—That the pipe lines shall be perfectly free to expand in such a way that the joints will not be strained when the job is under operation. Third, that in all the pipe lines where air would accumulate, suitable air vents be so installed that they remove the air from the steam mains. It is very possible that some fitters will not agree with our judgment, but it appears to us that the foregoing three points are the base of any good system of piping.

What Makes Hot Air So Drying

Editor Questions and Answers:—We always speak of hot air furnace air as being so "drying" and make various arrangements for supplying moisture. Just why is the air so drying from a hot air furnace?

H. P. KENYON.

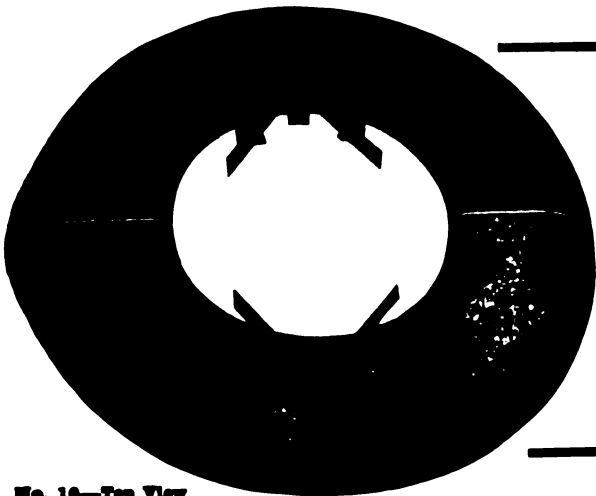
A certain amount of air will take up a certain amount of moisture. Heated air will take up more moisture than cold air. Take say one pound of air at just the freezing point, and it will take up moisture to the extent of .003 of a pound of water. Now, heat air to say 150 degrees, and it will take up some 70 times as much moisture. Now, if you take cold air from the outside and increase its moisture, taking capacity some seventy times (and don't provide the moisture) it will take moisture from the rooms, and in so doing it dries them out. It produces dry throat, the cold feeling, due to moisture evaporating from the skin. This is the reason for the dry furnace air.

The Height of the Water Line

Editor Questions and Answers:—Will you please tell me the right height that the water line should be as a heating boiler? In some of the "riggins" we get I doubt very much if this right height is given, and should like to have your advice.

A. J. GROESBECK.

The water gauge should be attached to the boiler so that when the water is in about the middle of the gauge there would be from two to three inches of water above the top of the flues. If you follow this rule you will know that when the gauge is half you have from 2 to 3 inches of water covering the flues. This is of much importance, and will bear close inspection, for we know of several cases where men calling themselves first class fitters contrived to get the water columns on the boilers in very bum shape.



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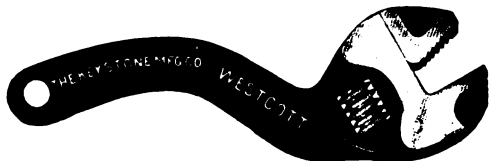
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DO IT NOW

Look well to your stock of C. & L. Fire Pots and Torches, and be in position to take care of your orders for rush work. Remember with C. & L. high grade Fire Pots and Torches, you can do your work quicker and better, with a great big saving in fuel expense. In fact the user will soon save his cost in the saving of fuel alone. Jobbers will supply at factory price. Send for Catalog—it's free.

No. 1 Fire Pot. List Price
Each \$13.60.
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CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U. S. A.

GOODS NEEDED IN AUSTRALIA AND NEW ZEALAND

Mr. Editor:

Dear Sir:—Water Cocks, bibs, etc. We have just written American manufacturers of cocks, bibs, etc., for water with regard to the matter of selling their goods in the Australian market, and perhaps the requirements of this trade will be of interest to you, as well as to American manufacturers of similar lines.

The supply of water in different cities and in different territories in Australia is under the control of Water Boards, who determine exactly what fittings may or may not be used on water pipes in the territory over which they have jurisdiction.

For instance, the supply of water for the city of Sydney and suburbs is under the control of the Sydney Metropolitan Board of Water Supply and Sewerage. This is really a government board, but not fettered in the matter of administration. All water fittings to be used in Sydney and suburbs must conform to specifications given out by the Metropolitan Board of Water Supply. Country districts base their standards on the standards of the Metropolitan Board. Fittings which do not absolutely conform to the specifications of the Board will not be allowed to be used on installations controlled by the Board, which simply means that fittings other than those specified will not be stocked or sold.

We are enclosing with this letter a list of water fittings issued by the Sydney Board of Water Supply. This list sets out some 63 items, comprising practically all the fittings in general use. There are several other fittings not on this list, but these are the standard fittings to be used in New South Wales.

Blue print drawings and specifications attaching to each of these items can be purchased from the Board for the sum of 25 cents per item. No deviation from these drawings and specifications will be allowed, consequently there would be no sale here for ordinary American standard fittings, even if equipped with Whitworth Standard threads.

The Testing Engineer to the Water Board advises that the best and only advisable course for any manufacturer to pursue is to obtain a complete set of drawings, then manufacture a few samples of each of the items, or a few samples of those items proposed to be sold, and send them out here for test. The Board will be only too glad to test them. If they pass the test, the manufacturer will know that he can safely proceed with the manufacture of these items for this market. If after testing the Board finds that alterations are needed, the items will be referred back with suggestions for alterations accordingly. It would be unwise to send out any quantity of fittings for a start, even after the receipt of drawings. It is best to first send say two samples of each item, and have these tested and approved. The Testing Department state that they have had endless trouble, even with English manufacturers, due to the reason that the English manufacturers have persisted in sending out something differing from their drawings. The attitude of the Board is simply that they know exactly what they want, so that, if something else is sent out, it will merely be rejected, with expense to the manufacturer, and no advantage gained.

The only deviations allowed are for lavatory fittings. For these fittings the designs are not standard or limited, so long as the manufacturer will supply the thickness of metal and the threads specified.

Quotations and Sales. Merchants will consider only quotations delivered into store here. The reason for this is simply that every fitting must be approved by the Testing Department of the Water Board before it is allowed to be sold, and then be stamped with the Board's mark showing that it is so approved. Merchants will not buy unstamped fittings, because anyone purchasing such a fitting from them would not be allowed to use it, and it would merely be returned.

You can thus understand that quotations f. o. b. American ports will not receive much consideration on the Australian market. Just the same, it should not be difficult for manufacturers to give quotations c. i. f. Australian ports. It would, however, be necessary to sell through a representative here, who could pay duty and landed charges, and quote prices to the merchants delivered into store.

Metropolitan Board of Water Supply and Sewerage List of Water Fittings.

Index No.	Description.	Helio Price.
7	$\frac{1}{2}$ " Bib Cock (Coles Patent)	1/-
8	$\frac{1}{2}$ " Bib Cock	1/-
9	$\frac{3}{4}$ " Bib Cock (Sheldon Patent)	1/-
42	$\frac{3}{4}$ " Bib Cock High Pressure Washerless	1/-
10	$\frac{3}{4}$ " x $\frac{5}{8}$ " Bib Cock	1/-
11	$\frac{3}{4}$ " Bib Cock	1/-
12	1" Bib Cock	1/-
13	$1\frac{1}{4}$ " Bib Cock	1/-
14	$1\frac{1}{2}$ " Bib Cock	1/-
29	2" Bib Cock	1/-
15	Tail pieces for Bib Cocks	1/-
19	$\frac{3}{4}$ " Path Cock	1/-
20	1" Path Cock	1/-
21	$1\frac{1}{4}$ " Path Cock	1/-
22	$1\frac{1}{2}$ " Path Cock	1/-
23	2" Path Cock	1/-
24	$2\frac{1}{2}$ " Path Cock	1/-
44	3" Path Cock	1/-
43	4" Path Cock	1/-
26	$\frac{3}{4}$ " and 1" Main Cock	1/-
27	$1\frac{1}{4}$ " Main Cock	1/-
28	$1\frac{1}{2}$ " Main Cock	1/-
35	$\frac{3}{4}$ " Main Cock with Swans Patent Elbow	1/-
16	$\frac{1}{2}$ " and $\frac{3}{4}$ " Shower Cocks	1/-
17	1" and $1\frac{1}{4}$ " Shower Cocks	1/-
18	$\frac{3}{4}$ " Toilet Cock	1/-
25	$\frac{1}{2}$ " Toilet Cock	1/-
1	$\frac{1}{2}$ " Ball Cock	1/-
2	$\frac{3}{4}$ " Ball Cock	1/-
3	1" Ball Cock	1/-
4	$1\frac{1}{4}$ " Ball Cock	1/-
5	$1\frac{1}{2}$ " Ball Cock	1/-
6	2" Ball Cock	1/-
32	Equilibrium Ball Valve, $\frac{3}{4}$ ", $\frac{1}{2}$ " and $\frac{3}{8}$ "	1/-
33	2" Equilibrium Ball Valve	1/-
34	$\frac{1}{2}$ " Automatic Ball Cock	1/-
31	Cistern Fittings	1/-
36	Cistern Fittings	1/-
30	$2\frac{1}{2}$ " x 2" Wheel Valve	1/-
38	$2\frac{1}{2}$ " Fire Valve, Half size	1/-
39	Combination Silent Ball Valve, Swans Patent	1/-
40	2" Gunmetal Ball Valve	1/-
41	Type drawings Cistern Fittings	1/-
45	Automatic Hose Cock, Bollant's Patent	1/-
46	1" and $\frac{3}{4}$ " Brass elbow connections for Main Cocks	1/-
47	$1\frac{1}{4}$ " and 1" Main Cock elbows	1/-
48	$\frac{3}{4}$ " x 1", $\frac{3}{4}$ " x $\frac{3}{4}$ " Main Cock elbows	1/-
49	$\frac{1}{2}$ " Ball Cock	1/-
50	$\frac{3}{4}$ " and $\frac{3}{8}$ " Washerless Bib Cock (J. Danks)	1/-
51	$\frac{3}{4}$ " and $\frac{1}{2}$ " Stop Cock	1/-
52	Straight Line Tap for Cisterns (E. B. Pigot)	1/-
53	Standard Fittings for Board Galvd. iron multi-flush cistern	1/-
54	Bubbling Drinking Fountain Foundation and method of fitting	1/-
55	Standard G. I. Multiflush cistern	1/-
56	Standard G. I. fittings for above in lieu of brass fittings	1/-
57	$\frac{3}{4}$ " and $\frac{1}{2}$ " Union	1/-
58	$\frac{3}{4}$ " and $\frac{1}{2}$ " Stop Cock with $\frac{1}{2}$ " elbow connection	1/-
59	$\frac{3}{4}$ " Stop Cock	1/-
60	$\frac{3}{4}$ " and $\frac{1}{2}$ " Cistern Cock	1/-
61	$\frac{3}{4}$ " x $\frac{1}{2}$ " x $\frac{3}{4}$ " Double Socket Shower Cock	1/-
62	$\frac{3}{4}$ " x $\frac{1}{2}$ " Shower Cock with patent connection	1/-
63	Float for $\frac{1}{2}$ " Ball Cock	1/-

It should be pointed out that the Metropolitan Board of Water Supply in Melbourne has adopted standards which are slightly different from the standards adopted in New South Wales, inasmuch as Melbourne demands a heavier thickness of metal in fittings designed for that city and for the State of Victoria. We do not know whether other boards have further variations, but there are bound to be many items which would be passed by the Water Boards in all States.

It seems peculiar that different States should have different standards, but there it is, and these standards must be conformed to.

Trusting the above will be of interest to you,

Yours very truly,

A. W. STITT.

Hutchinson & Godwin have just closed a deal with the Imperial Valley Hardware Co., whereby they have disposed of the business of the Calipatria Hardware & Furniture Co. to the Imperial Valley Hardware Co. Hutchinson & Godwin have built up a nice business. Vance Wilson, who is a stockholder in the Imperial Valley Hardware Co., will manage the store for the new owners. Mr. Wilson has been in the Imperial Valley for nearly ten years. He was manager of the Imperial store of his firm, and is well fitted for the new field. This acquisition makes the seventh store owned by the Imperial Valley Hardware Co.

"Moses had indigestion like you have, mother," announced little Freddie at the Sunday dinner table.

"Why, what makes you think so?" questioned his mother.

"Because today our Sunday School teacher said: 'God gave Moses two tablets.'"



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your requirements in C. & L. Fire Pots and Torches and be in position to take care of all rush and emergency orders. By so doing you please your customer and will secure many repeat orders. Time is money and if you can do your work with C. & L. Fire Pots and Torches in less time, besides saving fuel expense, and you can: you should. Why not? Specify C. & L. high grade Fire Pots and Torches and you will be pleased and satisfied. Jobbers supply at factory price. Send for Catalog—It's free.

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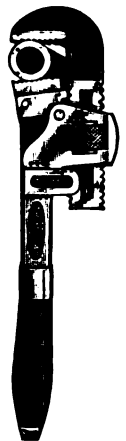
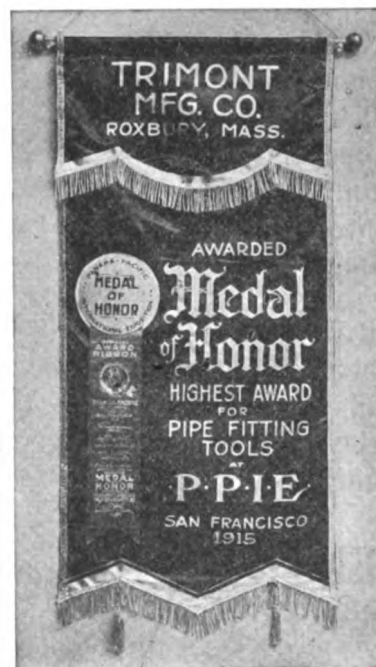
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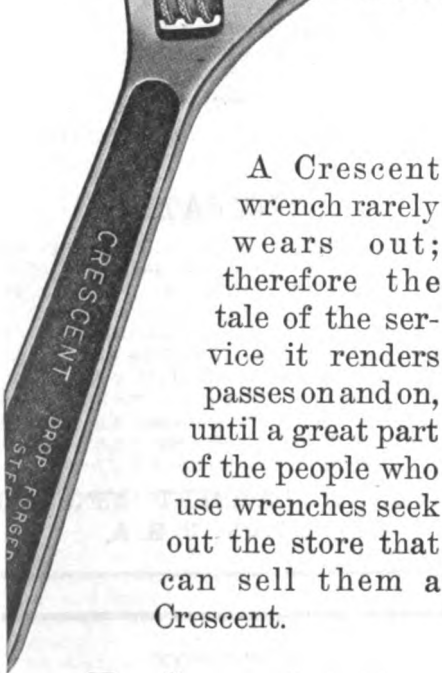
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A Crescent wrench rarely wears out; therefore the tale of the service it renders passes on and on, until a great part of the people who use wrenches seek out the store that can sell them a Crescent.

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Scientific design, careful construction, the right material, have made the name — Crescent — stand for a guarantee of quality.

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WISHES TO HEAT GARAGE

Editor Questions and Answers:—I have my garage built about sixty feet from my house. The floor of garage and basement floor of house are about on a level. I have a hot water heating job in my house and the boiler was put in big enough to allow for six additional radiators. Can I heat my garage (which is small) from my house system? Please inform.

H. B. GREENE.

It is quite possible to heat your garage, you should run a loop (in the supply main to garage) at least 12 feet high for the purpose of getting a quicker circulation. That is if you have an ordinary open tank system. If you have one of the patented systems you probably will not need the loop. The pipe in the ditch between the house and garage should be covered with good quality of pipe covering over which tile should be slipped and the tile joints connected together with good Portland cement.

ADVICE AS TO LEARNING A TRADE

Editor Questions and Answers:—Have just turned nineteen years and have been working the past two months in a plumbing shop. The boss wants me to hire out and learn the trade, to start in for six dollars per week and stay with some raise of wages for three years. Would you advise me to take up with his offer?

A BEGINNER.

While either plumbing or heating is a mighty good trade for a young man to learn, we should not advise you to accept this particular offer. There are places where you can get very much more than six dollars a week and still learn the trade. For a green man two dollars a day would be little enough wages in these days of H. C. L.



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T. M. SHEARMAN :: :: :: Editor and Manager
R. L. SHEARMAN :: :: :: Associate Editor

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220 Pacific Bldg. Vancouver, B. C., Canada.

Retail Selling Prices

The following retail selling prices are used by merchants in some of the large cities and are offered as a suggestion to retail merchants in smaller towns and cities where they do not have the opportunity of checking up their prices often. In many instances, owing to keen competition, these prices will be found low. In communities removed from the larger cities, transportation charges should be added. We do not believe these prices will be found high. Many merchants use them as the MINIMUM price at which goods are sold, especially where competition is close. We will be glad to receive suggestions and corrections as to any prices quoted herein and of any items not mentioned. Our service department will be glad to give any assistance.

AMMUNITION—

Rim Fire—	Black	Smkls.
B. B. Caps	\$.35	\$.35
C. B. Caps .....	.40	.40
22 Short .....	.25	.30
22 Short, H. P. ....	.30	.35
22 Long .....	.30	.35
22 Long, H. P. ....	.35	.40
22 Long Rifle .....	.35	.40
22 Long Rifle, H. P. .	.40	.45
22 S. & W. Long .....	.35	.40
22 Extra Long	1.00	...
22 W. R. F. ....	.45	.50
22 W. R. F., H. P. ....	.50	.55
22 1903 Win. Auto. ....	.50	.55
22 1903 Win. Auto H. P. .	.55	.60
22 Rem. Auto. ....	.50	.55
22 Rem. Auto. H. P. ....	.55	.60
25 Short Stevens .....	.55	.60
25 Short Stevens H. P. .	.60	.65
25 Stevens .....	.75	.80
25 Stevens H. P. ....	.80	.85
32 Short, R. F. ....	.55	.60
32 Long, R. F. ....	.65	.70
32 Ex. Long R. F. ....	.95	1.00
32 Short, R. F. ....	.90	.95
32 Long R. F.	1.00	1.05
41 Short, R. F. ....	.85	.90
41 Long R. F.	1.00	1.05
41 Swiss	1.10	1.15
44 Flat Henry R. F.	1.30	1.35
56-56 or other Spencer	...	...
ctgs.	1.10	1.15

NOTE—5% off 500 to 1000 22 cart-
ridges, 10% case lots.

Pistol Sizes—		
22 Win. Sgl. Shot	1.30	1.30
22-15 Stevens .....	.55	.55
25-20 Stevens, Ld. Bul.	1.45	1.65
25-20 Stevens, SP&MO	...	...
bullet	1.75	1.75
25-20 Mod 92 SP&MO	...	1.60
bullet	1.60	1.60
25-20 Mod 92 Ld. Bul.	1.30	1.55
25-20 Mod 92 Hi Vel	...	...
SP&MO bullet	1.70	1.70
25 Colts Aut., SP&MO	...	1.30
bullet	1.30	1.30
30 Borchart, SP&MO Bul.	2.10	2.10
30 Luger, SP&MO Bul.	2.10	2.10
30 Mauser, SP&MO Bul.	2.10	2.10
30 Mauser in clips, SP	...	...
&MO Bullet .....	.95	.95
32 S. & W. ....	.90	1.00
32 S. & W. Met. Pt.	1.05	1.05
32 S. & W. Long	1.00	1.10
32 S. & W. Long, M. P. .	1.15	1.15
32 Short Colts .....	.90	1.00
32 Long Colts	1.00	1.10
32 Colts New Pol. or	...	...
Pol. Pos.	1.00	1.10
32 Colts Auto. SP&MO	...	1.45
32 Win. or 32-20, Lead	...	1.30
bullet	1.30	1.55
32 Win. or 32-20 SP	...	1.60
or MO	1.60	1.60
32 Win. or 32-20 High	...	1.70
Vel. SP or MO	1.70	1.70
35 S. & W. Aut. SP or	...	1.45
MO	1.45	1.45
38 S. & W.	1.10	1.25
38 S. & W. Met. Pt.	1.35	1.35
38 S. & W. Spec.	1.35	1.50
38 S. & W. Spec. Met.	...	1.60
Point	1.60	1.60
38 Colts New Pol. or	...	1.10
Pol. Pos.	1.10	1.25
38 Colts New Pol. or	...	1.35
Pol. Pos., Met. Pt.	1.35	1.35
38 Short Colts	1.10	1.25

NOTE—10% off Pistol Cartridges
500 lots or more.

Center Fire Pistol Cartridges—		
38 Long Colts	1.20	1.35
38 Colts Aut. SP&MO	...	2.10
380 Colts Aut. SP&MO	...	2.00
9 M-M Luger SP&MC.	...	2.15
38-40 Lead Bullet	1.60	1.60
38-40 SP&MC	2.00	2.00
38-40 Hi. Vel. SP&MC	...	2.05

41 Short Colts	1.20	1.35
41 Long Colts	1.45	1.65
44 S. & W. American	1.80	1.80
44 S. & W. Russian	1.65	1.80
44 S. & W. Special	1.80	2.00
44 Win. or 44-40 Ld.	...	1.60
Bullets	1.60	...
44 Win. or 44-40 SP&	...	2.00
MO Bullets	2.00	2.00
44 Win. or 44-40 Hi.	...	2.05
Vel. SP&MO Bullet	2.05	1.75
44 Game Getter	1.55	1.75
44 Webley	1.35	1.35
44 Bull Dog SP&MO	...	1.30
45 Webley	1.35	1.35
45 S. & W.	2.05	2.05
45 Colts	1.80	2.00
45 Colts Automatic	2.40	2.40
Rifle Cartridges—		
22 Hi. Fr. Sav. SP&MO	...	1.30
6 M-M SP&MO	1.70	1.70
6 M-M Short Range	...	1.60
SP&MO	1.60	1.70
7 M-M Mauser SP&MO	...	1.70
7.65 M-M Mauser SP&	...	1.70
MO	1.70	1.70
8 M-M Mauser SP&MO	...	1.70
8 M. Mannlicher SP&	...	1.70
MO	1.70	1.70
9 M-M Mannlicher SP&	...	1.85
MO .....	.75	.95
25-21 Stevens SP&MO	.75	.90
25-25 Stevens SP&MO	.75	.90
25-36 Marlin SP&MO	...	1.15
25 Rem. SP&MO	1.15	1.15
25-35 Win. SP&MO	1.15	1.15
25-35 Short Range Lead	...	1.05
250-3000 Sav. SP&MO	...	1.45
280 Ross Win. & UMO	...	2.20
280 Ross, Ross make	...	2.40
CT & MC	2.40	1.30
30-30 SP&MO	1.30	1.30
30-30 Miniature MO	1.30	1.05
30-30 Short Range Lead	...	1.30
30 Rem. SP&MO	1.30	1.30
308 Sav. SP&MO	1.30	1.30
308 Sav. Min. MO	1.30	1.30
308 Sav. Short Range	...	1.05
Lead	1.05	1.85
30 Sprgld 03 Rimless	...	1.85
SP&MO	1.85	1.75
30 Sprgld 06 Rimless	...	1.75
SP&MO	1.75	1.55
30-220 Win. or Krag	...	1.75
SP&MO	1.75	1.55
30-220 Win. or Krag,	...	1.75
Mid. Range SP&MO	1.75	1.30
308 British SP&MO	1.30	2.30
32 Rem. SP&MO	2.30	1.80
32 Win. Self Ldg SP&	...	1.80
MO	1.80	1.10
32 Win. Special SP&MO	...	1.10
32-40 Lead .....	.95	1.10
32-40 SP&MO	1.10	1.00
32-40 Hi Vel. SP&MO	...	1.25
32-40 Short Range Lead	...	1.70
32-40 Miniature MO	1.70	1.45
35 Win. SP&MO	1.45	2.35
35 Rem. SP&MO	2.35	1.85
35 Win. Self Ldg SP&	...	2.75
MO	2.75	1.15
35 Mod. 1895 SP&MO	...	1.85
351 Win. Self Ldg	1.85	1.60
38-55 Lead	1.15	1.15
38-55 SP&MO	1.15	1.25
38-55 Hi Vel. SP&MO	...	1.50
38-55 Lead	1.15	1.25
38-55 SP&MO	1.25	1.50
38-70 Lead	1.50	1.50
38-70 Lead SP&MO	1.50	1.50
38-72 Lead	1.50	1.10
38-72 SP&MO	1.10	1.15
40-60 Win. Lead	1.15	1.45
40-60 Marlin Lead	1.45	1.15
40-60 Win. SP&MO	1.15	1.35
40-65 Win. Lead	1.35	1.50
40-65 Win. SP&MO	1.50	1.25
40-70 Win. Lead	1.25	1.50
40-70 Win. SP&MO	1.50	1.25
40-72 Win. Lead	1.25	...

40-72 Win. SP&MO	1.50	1.50
40-82 Win. Lead	1.35	1.50
40-82 Win. SP&MO	1.50	1.50
401 Win. Self Ldg SP&	...	1.35
MO	1.35	2.10
405 Win. Mod. 95 SP&	...	1.15
MO	1.15	1.25
45-60 Win.	1.15	1.35
45-75 Win.	1.25	1.35
45-70 Win. 405 Gr. Ld.	...	1.50
45-70 Win. 405 Gr. SP&	...	1.50
MO	1.50	1.55
45-70 Win. Hi Vel. SP&	...	1.55
MO	1.55	1.50
45-90 Win. Lead	1.35	1.50
45-90 Win. SP&MO	1.50	1.60
45-90 Win. Hi Vel. SP&	...	1.55
MO	1.55	...
50-70 Gov't Lead	1.55	...
Shot Cartridges—		
22 Long .....	.50	.55
44 Win. Wood End	1.45	1.65
44 Marbles Game Getter	...	1.45
44 XL	1.50	1.75
40-82	1.35	1.35
45-70	1.35	1.35
Blank Cartridges—		
22 .....	.30	...
32 S. & W. ....	.55	...
38 S. & W. ....	.70	...
Caps and Primers—		
Percussion .....	.30	...
Musket Caps .....	.25	...
Primers, 100 in box .....	.85	...
Primers, 250 in box .....	.80	...
Loaded Shells—Black Powder—		
10 Ga. BB or Buck, per	...	1.30
box 25	1.30	1.30
10 Ga. 1 to 10	1.30	1.10
12 Ga. BB or Buck	1.10	1.00
12 Ga. 1 to 10	1.00	1.00
16 Ga. BB to 10	1.00	.85
20 Ga. 1 to 10 .....	.85	.80
28 Ga. 4 to 7 .....	.80	...
Smokeless Powder—Low Brass—		
10 Ga. Ball, Buck, BB	...	1.35
10 Ga. 1 to 10	1.30	1.20
12 Ga. Ball, Buck & BB	...	1.10
to 10	1.10	1.10
16 Ga. Ball, Buck & BB	...	1.10
to 10	1.10	.70
20 Ga. Ball & BB to 10	...	1.10
28 Ga. 4 to 8	1.10	1.10
410 or 36 Ga. ....	.70	...
Leader, Arrow High Brass—		
10 Ga. Buck, Ball & BB	...	1.60
to 10	1.60	1.30
12 Ga. Buck, Ball & BB	...	1.20
to 10	1.20	1.20
16 & 20 Ga. Buck, Ball	...	1.20
& BB to 10	1.20	1.30
12 Ga. 3 1/4 Dram or 28	...	1.30
Gr.	1.30	...
Case lots or more, 10% off on		
Leader and Arrow.		
Empty Paper Shells—Black Pow.—		
12, 16, 20 Ga. per 100	1.50	1.65
10 Ga. per 100	1.65	...
For Smokeless Powder, Repeater or		
Nitro Club—		
12, 16, 20, 28 Ga. per	...	1.80
100	1.80	2.10
10 Ga. per 100	2.10	2.30
Leader or Arrow	2.30	2.40
12, 16, 20, 28 Ga.	2.40	...
10 Ga. per 100 .....	...	2.75
Empty Brass Shells—		
Best Qual. 12, 16, 20,	...	2.10
28, Box 25	2.10	2.10
2nd Qual. 12, 16, 20,	...	2.10
28, box 25	2.10	...
Wads .....	...	.20
Cardboard, box 250 .....	.20	.50
Black Edge, Reg., box	...	.40
250 .....	.40	.80
Black Edge, 1/4 in., 125	...	...
in box .....	...	...
Black Edge, 1/4 in., 250	...	...
in box .....	...	...

RETAIL SELLING PRICE—Continued.

ADZES—Whites or Bortons—House, \$3.90 each; Railroad, \$4.15; Ship 4 1/4, \$4.05; Ship 4 1/2, \$4.45; Lipd., \$4.60; \$4.15; Ship 4 1/4, \$4.05; Lipd., \$4.60; Ship 4 1/2, \$4.45, Lipd., \$4.85. Lippincotts—House, \$2.50; Ship, \$3.00.

ANCHORS—Screws per 100, 3-16, \$4.15; 1/4, \$6.25.
ANVILS—Vulcan—No. 2, 20-lb., \$6.50; No. 3, 30-lb., \$7.50; No. 4, 40-lb., \$8.75; No. 5, 50-lb., \$10; No. 6, 60-lb., \$11; No. 7, 70-lb., \$12; No. 8, 80-lb., \$13. Trenton—80 to 425 lb., 22 1/2 c lb.; 70 to 79 lb., 23 c lb.; 60 to 69 lb., 23 1/2 c lb.; 50 to 59 lb., 24 1/2 c lb. With Clip Horn, 2c per lb. extra. Columbia, All Steel—80 lbs. and over, 20 1/2 c lb.
APRONS—Carpenters—California Leg, \$1.50; No. 12 Long Brown, \$1.25; No. 2 Short Brown, 60c.

ASBESTOS—
Mill Board \$.30 per lb. \$.35 per lb. Cut.
Paper30 per lb. .35 per lb.
Wicking, 1/2-lb. balls, each70
Wicking, 1-lb. lots, per lb. 1.35
Cement, per sack 6.00

AUGERS—
Nut \$.50
Ship
1/450
3/885
1/260
3/4 1.15
1 1.15
1 1/4 1.40
1 1/2 1.80
1 3/4 2.15
2 2.50
2 1/4 3.00
2 1/2 3.75
2 3/4 5.00
3 6.75

Boring Machine—
190
1 1/4 1.00
1 1/2 1.25
1 3/4 1.50
2 2.00

Cuban Ring—
1 1.50
1 1/4 1.75
1 1/2 2.00
1 3/4 2.50
2 2.85

Post Hole—
Vaughns \$1.65
Iwan 6-inch 2.50
Eureka 2.00

AXES—Boys American, \$1.50; best grade, \$1.75. Single Bit Hdl. Am., \$2.00; best grade Hdl., \$2.25. Dble. Bit American, \$2.50; best grade Hdl., \$3.00. Not Hdl.—S. B. best grade, \$2.00; D. B., best grade, \$2.50.

BABBITT—1, 85c lb.; 2, 80c lb.; 3, 27c lb.; 4, 23c lb.; Magnolia, 50c lb.; OH, 75c lb.; Motor, \$1.00 lb.

BATTERIES—Dry, 2 1/2x6, each 45c.
BARS—Dent Claw, 20-in., each, 75c; 24-in., 85c; 30-in., \$1. Crow Bars—15c lb.

BELLS—Kentucky Cow—No. 0, 85c each; No. 1, 75c each; No. 2, 60c each; No. 3, 45c each; No. 4, 35c each; No. 5, 30c each; No. 6, 25c each; No. 7, 20c each.

BEVELS—Sliding T—No. 18: 6-in., 75c 8-in., 90c; 10-in., \$1.00. No. 25: 6-in., 50c; 8-in., 55c; 10-in., 60c; 12-in., 65c; 14-in., 75c.

BIBBS—Compression. Size List Retail
Fin. Plain 1/2 \$19.80 \$1.25
..... 3/4 25.20 1.60
..... 1 23.40 1.50
N. P. Plain 1/2 28.80 1.80
..... 3/4 22.80 1.45
Fin. Hose 1/2 28.20 1.75
..... 3/4 26.40 1.65
N. P. Hose 1/2 81.80 2.00
..... 3/4

Fullers N. P. Plain—
Shouldered 1/2 28.20 1.80
..... 3/4 32.40 2.10
Flanged, Fem. 1/2 34.20 2.15
..... 3/4 39.60 2.50
Flanged, Male 1/2 86.00 2.25
..... 3/4 41.40 2.60
Fullers N. P. Hose—
Shouldered 1/2 81.80 2.00
..... 3/4 86.00 2.25
Flanged, Fem. 1/2 37.80 2.35
..... 3/4 48.20 2.70
Flanged, Male 1/2 39.60 2.50
..... 3/4 45.00 2.80

BITS—Auger
R. J. Irwin Car
8-16 \$.55 \$.40 \$.25
4-1650 .40 1.00 .25
5-1650 .40 1.00 .25
6-1655 .40 1.00 .25
7-1655 .40 1.00 .25
8-1660 .45 1.00 .25
9-1660 .45 1.15 .30
10-1665 .50 1.25 .35
11-1670 .55 1.35 .35
12-1675 .60 1.40 .35

13-1680 .65 1.50 .45
14-1685 .70 1.60 .50
15-1695 .75 1.65 .55
16 1.00 .75 1.75 .60

Sets Common, 8 bit, \$2.75; 13 bit, \$4.50; Sets R. J., \$8.00; Sets Irwin Pat., \$6.00.

Clark's Expansive, small, \$1.15; large, \$1.50.

Steers, small, \$2.00; large, \$2.50.

BLADES—Hack Saw—8-in., 10c; 9-in., 15c; 10-in., 15c; 12-in., 20c. Power, 14-in., 85c.

EXTENSION BIT HOLDERS—12-in., \$1.25 each; 18-in., \$1.50 each; 24-in., \$1.75.

BLOCKS—Wood Tackle.
Com. Com. Pat. Pat. Pat.
Sngl. Dbl. Triple Sngl. Dbl. Trpl.
3-inch \$.80 \$1.45 \$1.90 \$1.20 \$2.20 \$3.20
4-inch95 1.75 2.35 1.30 2.50 3.60
5-inch 1.00 1.90 2.50 1.40 2.80 3.85
6-inch 1.20 2.20 3.20 1.65 3.15 4.85
7-inch 1.45 2.65 3.85 1.65 3.65 5.50
8-inch 1.80 3.10 4.65 2.50 4.50 6.60
10-inch 3.00 4.90 6.85 3.85 6.60 9.85
12-inch 4.85 8.25 11.70 5.80 10.00 14.50

BLOCKS—Steel Tackle
Size Single Double
3-inch \$.90 \$1.50
4-inch 1.00 1.85
5-inch 1.10 2.00
6-inch 1.25 2.25
8-inch 1.85 3.25
10-inch 3.00 5.00

BLOCKS—Wood Snatch.
6-inch \$3.00
8-inch 4.85
10-inch 6.85
12-inch 7.50

BLOWERS—No. 400 Champion, \$85.00; No. 40 Lancaster, \$20.00; Royal, \$80.00.

BOARDS—Stove—W. L.: 24x24, \$1.40; 24x36, \$3.00; 36x36, \$1.65; 26x32, \$2.00; 38x38, \$1.95; 28x34, \$2.25; 30x30, \$2.25; 30x38, \$2.75; 38x38, \$2.80; 32x48, \$3.35; 36x36, \$3.85. P. L.—18x18, 55c; 24x24, \$1.00; 26x36, \$1.15; 28x28, \$1.25; 30x30, \$1.50; 26x30, \$1.45; 28x32, \$1.65. Wash Boards—Glass Queen, each 65c; Brass Queen, each 85c; Zinc Queen, each 50c.

BOXES—Mitre—
Goodell—
26x4 \$15.00
28x5 16.50
30x5 17.00
30x6 19.00
New Langdon Imp.—
82 14.50
83 15.00
84 17.00
85 17.50
Stearns—
1 2.75
Perfection 3.25
Parts: Add to list, 25%.

BOLTS—
Carriage—
Small Plus 10% Plus 50%
Large Plus 25% Plus 50%
Machine—
Small Plus 10% Plus 50%
Large Plus 25% Plus 50%
Stove Bolts, 80% off List.
Stud Plus 30% Plus 50%
Braces—
8 \$11 \$11 \$23 \$45 \$56
6 \$8.85 \$2.85 \$2.25
10 8.50 3.00 2.50 \$1.75 \$.85
12 8.75 3.25 3.00 3.00 1.00
14 4.25 3.75 3.25
16 4.50
8 998 921 955
10 3.00 3.00
12 4.15 3.25 1.60
PS&W \$8.00 \$8.25 \$8.50 \$8.75

BRACKETS—Shank—
Japanned—
8x4 \$.30
4x535
5x730
6x840
7x945
8x1050
10x1265
12x14 1.00
16x18 2.25
B. P.—
8x4 \$.35
4x540
5x750
6x865
7x975
8x1080
10x12 1.00
12x14 1.25
N. P. & O. O. same as B. P.

BRADS—Wire. Bulk per lb. 1/2-lb. pkgs. 1/4-lb. pkgs.
1/2 & 3/4 inch \$.30 \$.15 \$.10
3/4 to 1 1/4 inch20 .15 .10
1 1/4 to 2 inch15 .15 .10

BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sign, 80c; Spring, \$1.10.

RETAIL SELLING PRICE—Continued.

BREAD MAKERS—Universal—No. 2. each. \$2.25; No. 4. \$2.50; No. 8, \$3.50.

BUCKETS—

Common Galv.	Each	Stock—	Each
8	.40	14	.90
10	.50	16	1.00
12	.60	18	1.15
14	.65	20	1.25
16	.75	Well Galv.	Each
Garbage Galv.	Each	10 Qt.	.85
00	\$1.60	12 Qt.	1.00
02	1.85	Wood—	Each
03	2.25	Short ear	.85
		Strap ear	.90

BOTTLES—Vacuum.

	Thermos.	Universal.
10	\$1.75	61 \$1.75
10q	2.75	62 2.75
11	2.00	21 2.00
11q	3.25	22 3.25
14	2.25	71 2.25
14q	3.50	72 3.50
15 1/2	2.75	91 3.00
15	3.00	92 4.50
15q	4.50	81 3.25
6	3.25	82 5.00
6q	5.00	

Fillers—Thermos and Universal.

1/2 Pint	\$1.25
1 Pint	1.50
1 Quart	2.50

Lunch Kits—	Thermos.	Universal.
891 & 895	\$3.00	310 \$3.25
892 & 896	3.25	410 3.50
893 & 897	3.50	510 3.75
894 & 898	4.25	

CANS—Garbage—15, \$3.50; 16, \$4.00; 18, \$4.50; 20, \$5.00. Oil, Galv., size 1 Gal., each, 50c; size 2 Gal., 85c; 5 Gal. with faucet, \$1.50; 5 Gal. with spout, \$1.45.

CANTHOOKS—Maple Handle 2 1/2 x 4 1/2, each, \$2.25.

CAPS—Roofing per lb., 15c.

CARBORUNDUM—Grain, per lb., bulk, 40c.

CHAIN—German Coil.

000, 9c ft.; 00, 8c ft.; 0, 7c ft.; 1, 7c ft.; 2, 6c ft.; 3 and larger, 5 1/2c ft.

Passing Link—00 (3-16), 8c ft.; 000 (13-64), 8c ft.

Proof Coil—	Black lb.	Tested lb.	Galvd., lb.
3-16	.22	.40	.27
7-32	.35	.85	
1-4	.19	.32	.33
9-32	.30		
5-16	.17	.28	.30
11-32	.27		
3-8	.16	.26	.19
7-16	.16	.25	.18 1/2
1-2	.15	.23	.17 1/2
5-8	.15		.17 1/2
3-4	.14		.17
1	.13 1/2		.17

Brass Safety—Yd. 14 .25 .10

00 .20 16 .20 .10

0 .23 18 .15 .10

2 .35 20 .15 .10

Nickle Safety—Yd. 5-10-12 .38.00

0 .25 14 .25

1 .30 16 .25

Jack Chain—%—12 .35.00

Brass, Yd. Iron, Yd. 14 .375

8 .65 \$.30 16 .40.00

10 .50 .15 Brass Ladder—Yd.

12 .30 .10 Size 18 .25

CHALK—Carpenters, per piece, 2 1/2c. School Crayon, per gross 50c; 6 for 5c.

CHALK LINE—Yellow, per 100 ft. hank, 15c. Braided

White, 20-ft. hanks, size 120, each 5c; size 220, 5c; size

220, 5c. 50-ft. ball, size 150, each 10c; size 250, each

10c; size 350, each 10c.

CHECKS—Door—A-11, \$4.10; B-12, \$5.50; C-13, \$6.80; D-14, \$7.70; E-15, \$10.50. For hold open arm add 75c each.

CHOPPERS—Meat and Food—

Universal—

0 .15.00 5 .25.00

1 .185 10 .425

2 .225 501 1.25

3 .800 602 1.50

CHURNS—Barrel—

Acme—

0 .525 3 .75.00 3 Gal. .150

1 .575 4 .900 4 Gal. .165

2 .625 5 .1050 5 Gal. .185

6 Gal. .200

Dash and Hdl. extra. .15

Sturges Steel—

1 .600 3 .88.00

2 .700

Improved Cylinder—

1 .825 3 .45.00

2 .375 4 .50.00

Dash IX Tin—

2 Gal. .135

CHISELS—

	Bucks No. 36	Whites No. 2	Bucks No. 4	Diamond Point
1/4	.70	.90		.40
3/8	.70	.90		.45
1/2	.75	.95		.50
3/4	.80	1.00		.55
1	.85	1.05		.60
1 1/4	.90	1.15		.65
1 1/2	.95	1.25		.70
1 3/4	1.00	1.30	.95	1.25
2	1.10	1.40	1.00	1.50
1 1/2	1.15	1.50	1.05	
1 3/4	1.20	1.60	1.15	
2	1.40	1.80	1.25	
	Cold	Cold		
1/4	.15	.30	.35	.35
5-16	.15	.30	.35	.35
3/8	.15	.30	.35	.35
1/2	.20	.35	.40	.40
3/4	.25	.45	.50	.50
1	.25	.50	.55	.55
1 1/4	.45	.75	.75	.75
1 1/2	.50	.95		
	Cold Eye or Hot Eye—			
1-inch				.65
1 1/4-inch				.75
1 1/2-inch				.85
1 3/4-inch				1.00
2-inch				1.25
				1.65
				2.25

CLAMPS—

Mail.	Screw	Door—Stearns—	Pair
2 1/4-inch	.50	2-inch	\$4.75
3-inch	.65	3-inch	6.00
4-inch	.75	4-inch	7.00
5-inch	.90	5-inch	8.00
6-inch	1.15	6-inch	12.50
8-inch	1.75		
10-inch	2.50	Universal—	
12-inch	2.75	No. 32	2.75

CLEAVISES—Malleable, 15c lb.

CLIPS—Wire Rope "Bulldog"—3-16 to 1/2 inc., each 15c;

1/4, 15c; 3/8, 20c; 1/2, 30c; 5/8, 35c; 1-in., 45c.

CLIPPERS—Bolt—

New Easy—

No. 0 .38.85 No. 0. Extra Cutters \$2.00

No. 1 .425 No. 1. 2.25

No. 2 .600 No. 2. 3.00

No. 3 .765 No. 3. 3.75

O. K.—

10-inch .150

14-inch .175

CLOCKS—Alarm—Flash, each, \$1.50; Indian, \$1.25; Cas-

cade, \$2.00; Recall, \$3.50.

CLOTH—Emery Nos. 00 to 8, 10c per sheet straight. Car-

borundum or Aloxit, Nos. 80 to 180, 10c straight. Hard-

ware Cloth, Nos. 2, 3 & 4, 10c sq. ft.

WIRE CLOTH—

Black, sq. ft. .04 Pearl .08

Galvanized .06 Copper Bronze .16

CLEANERS—Window—

Rubber—

10-inch .25 16-inch .40 14-inch .40

12-inch .30 18-inch .45 16-inch .50

14-inch .35

COAL—Blacksmith—

Catch weight sacks, per 100 lbs. \$1.85

Per 125-lb. sack .25

COAL CHUTES—Hercules—

No. 1, 16x18 \$13.00 No. 5, 20x24 \$17.50

No. 2, 18x20 15.00 No. 6, 16x18 14.50

No. 3, 20x24 20.00 No. 7, 20x24 17.50

No. 4, 16x18 11.00 No. 8, 18x24 28.00

COLORS—Dry—

Lamp Black .25 Van Dyke .18

Ivory Drop Black .25 Chrome Green .25

Prussian Blue .85 Chrome Yellow .25

Ultra Blue .50 Ochre Golden .10

Umber Raw .15 Ochre Yellow .04

Umber Burnt .15 Venetian .04

Sienna Raw .15 Indian Red .15

Sienna Burnt .15

COLORS—In Oil—

Black—Eng Coach lb. \$.50 Red—Amer Verm. lb. .60

Ivory Drop, lb. .40 Eng Verm. 1/2 lb. 1.35

Lamp, lb. .45 Tuscan .45

Blue—Prussian 1/4 lb. .40 Indian .30

1/2 lb. .65 Venetian .25

1 lb. 1.25 Rose Pink .60

Ultrum 1/4 lb. .30 Rose Lake .100

1/2 lb. .35 Dutch Pink .75

1 lb. .60 Carmine .135

Cobalt 1 lb. .80 Turkey .165

Brown—R&B Sienna 1 .40 Para .125

Umber 1 lb. .40 Yellow—Chrome lb. .50

Van Dyke 1 lb. .50 Ochre—Golden lb. .85

Green—Chrome 1 lb. .40 Yellow, 1 lb. .25

COMPOUND—

5-lb. boxes, lb. .18 Welding Heat Cherry Chlmaz

50-lb. boxes, lb. .18 .18

RETAIL SELLING PRICE—Continued.

COPPER—Sheet, 85c lb.

CORD—Sash—

Common—				Silver Lake—			
No.	Hank	Ft.	Lb.	Hank	Ft.	Lb.	
No. 6	1.00	.01½	.65	1.50	.02	.90	
No. 7	1.10	.01½	.65	1.75	.02½	.90	
No. 8	1.85	.02	.65	2.00	.08	.90	
No. 9	1.75	.02½	.65	2.50	.08½	.90	
No. 10	2.00	.08	.65	3.00	.04	.90	
No. 12	2.75	.08½	.65	4.00	.05	.90	

Samson Spot, per lb.90

Tinned Picture—

No. 0, Pk. . . . .	.10	No. 3, Pk. . . . .	.20
No. 1, Pk. . . . .	.10	No. 4, Pk. . . . .	.25
No. 2, Pk. . . . .	.15		

CUTTERS—Spring—

3-32 & Smaller				3-16				1-4				5-16				3-8			
1/2 M.	C.	1 M.	O.	1 1/4 M.	C.	1 1/2 M.	O.	1 3/4 M.	C.	2 M.	O.	2 1/4 M.	C.	2 1/2 M.	O.	3 M.	O.		
\$1.05	.20	1.25	.25	1.45	.30	1.65	.40	1.85	.45	2.05	.50	2.25	.55	2.45	.60	2.65	.65		
C.	.20	1.25	.25	1.45	.30	1.65	.40	1.85	.45	2.05	.50	2.25	.55	2.45	.60	2.65	.65		
1 M.	1.45	1.65	.25	2.00	.35	2.30	.45	2.55	.50	2.80	.60	3.05	.65	3.30	.70	3.55	.75		
1 1/4 M.	1.65	1.90	.20	2.30	.30	2.60	.40	2.85	.45	3.15	.50	3.45	.55	3.75	.60	4.05	.65		
C.	.25	.80	.40	.50	.75	1.20	1.90	2.40	2.90	3.40	3.90	4.40	4.90	5.40	5.90	6.40	6.90		
1 1/2 M.	1.85	2.10	.20	2.50	.35	2.80	.45	3.05	.50	3.35	.55	3.65	.60	3.95	.65	4.25	.70		
C.	.30	.35	.40	.60	.80	1.35	2.15	2.65	3.15	3.65	4.15	4.65	5.15	5.65	6.15	6.65	7.15		
1 3/4 M.	2.05	2.35	.20	2.80	.35	3.10	.45	3.40	.50	3.70	.55	4.00	.60	4.30	.65	4.60	.70		
C.	.35	.40	.45	.65	.90	1.50	2.40	2.90	3.40	3.90	4.40	4.90	5.40	5.90	6.40	6.90	7.40		
2 M.	2.20	2.55	.10	3.10	.20	3.40	.30	3.70	.40	4.00	.50	4.30	.60	4.60	.70	4.90	.80		
C.	.35	.45	.50	.70	1.10	1.70	2.65	3.15	3.65	4.15	4.65	5.15	5.65	6.15	6.65	7.15	7.65		
2 1/4 M.	C.	...	...	3.80	.40	4.10	1.15	4.40	1.25	4.70	1.35	5.00	1.45	5.30	1.55	5.60	1.65		
2 1/2 M.	C.	...	...	4.05	.45	4.35	1.20	4.65	1.30	4.95	1.40	5.25	1.50	5.55	1.60	5.85	1.70		
3 M.	C.	...	...	4.30	.50	4.60	1.25	4.90	1.35	5.20	1.45	5.50	1.55	5.80	1.65	6.10	1.75		
8 M.	C.	...	...	...	...	7.90	14.40	21.75	28.55	35.45	42.35	49.25	56.15	63.05	69.95	76.85	83.75		
C.	...	...	...	...	...	1.80	2.40	3.65	5.70	7.75	9.80	11.85	13.90	15.95	18.00	20.05	22.10		

RETAIL SELLING PRICE—Continued.

L. & G. ENAMELED WARE—

0	Oval Foot Baths.	15050	08	Drinking Cups.	220	2.00	Covered Bake Pans.	1	\$.65	
1	25055	09	222	2.50	2	\$.65	
2	35060	10	2121	1.20	Round Bake Pans.	20	\$.40	
3	45080	11	2141	1.45	3045	
4	550	1.00	12	2161	1.75	4050	
5	650	1.25	13	2181	2.00	5055	
6	750	1.50	14	2201	2.25	6060	
7	850	1.75	15	2221	2.75	Bed or Douche Pans.	2	\$2.00
8	Coffee Biggins.	1050	2.00	16	Pieced Cups.	
9	1250	2.25	17	
01	150160	18	
02	250170	19	
03	350180	20	
04	450195	21	
05	22	
06	Coffee Boilers.	23	
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RETAIL SELLING PRICE—Continued.

5570	Lipped Sauce Pans.	5835	1450 1.60	318 6.00
56 ..... .75	9 ..... .25	59 ..... .80	1650 1.90	224 7.50
Muffin Pans.	10 ..... .80	60 ..... .85	1850 2.25	286 9.00
406 ..... .45	12 ..... .80	Coffee Pots.	Berlin Sauce Pots.	312 9.00
408 ..... .55	14 ..... .85	2 1/2 ..... .55	02 ..... .55	318 12.00
409 ..... .65	16 ..... .85	3 1/2 ..... .60	03 ..... .65	324 15.00
412 ..... .75	18 ..... .40	4 ..... .65	04 ..... .85	336 18.00
Corn Cake Pans.	20 ..... .45	5 ..... .65	05 ..... .85	Bread Raisers.
706 ..... .55	22 ..... .55	15 ..... .65	06 ..... .90	10 \$1.75
708 ..... .65	24 ..... .60	25 ..... .75	08 1.15	14 2.00
709 ..... .75	26 ..... .65	35 ..... .85	010 1.40	17 2.25
712 ..... .85	28 ..... .80	45 ..... .90	012 1.65	21 2.75
Milk Pans.	30 ..... .95	55 1.05	021 ..... .65	101 2.00
00 ..... .20	Straight Sauce Pans.	21 1/2 ..... .55	031 ..... .75	141 2.25
0 ..... .20	250 ..... .55	31 ..... .60	041 ..... .90	171 2.75
11 ..... .25	350 ..... .65	51 ..... .65	051 1.00	211 3.25
15 ..... .25	450 ..... .80	151 ..... .75	061 1.15	Nesco Perfect
20 ..... .35	650 1.00	251 ..... .85	081 1.35	Roasters.
30 ..... .35	Shallow Stew Pans.	351 ..... .90	0101 1.65	150 \$2.50
40 ..... .40	8 ..... .30	451 1.00	0121 1.85	180 3.25
50 ..... .50	3 ..... .85	551 1.15	Convex Sauce Pots.	200 4.20
60 ..... .55	4 ..... .85	05 ..... .90	212 \$1.05	Grocers' Scoops.
80 ..... .70	5 ..... .40	015 1.00	214 1.25	2 \$.40
100 ..... .70	6 ..... .50	025 1.15	216 1.50	3 ..... .50
120 ..... .85	Deep Stew Pans.	035 1.20	218 1.75	4 ..... .55
Pudding Pans.	14 ..... .85	045 1.35	220 2.00	5 ..... .65
50 ..... .25	16 ..... .85	055 1.50	222 2.50	6 ..... .55
100 ..... .25	18 ..... .40	051 1.00	2121 1.20	7 ..... .65
150 ..... .30	20 ..... .45	0151 1.05	2141 1.40	8 ..... .85
200 ..... .30	22 ..... .50	0251 1.15	2161 1.75	9 1.00
300 ..... .35	Molasses Pitchers.	0351 1.30	2181 2.00	Flat Skimmers.
400 ..... .40	601 ..... .55	0451 1.40	2201 2.25	9 \$.20
500 ..... .50	Convex Water	0551 1.55	2221 2.75	10 ..... .20
600 ..... .55	Pitchers.	Tea Pots.	Oval Sauce Pots.	11 ..... .25
800 ..... .65	401 ..... .60	00 ..... .50	2 \$2.00	12 ..... .25
1000 ..... .70	402 ..... .65	01 ..... .55	3 2.25	Spittoons.
Pus Pans.	403 ..... .75	0 ..... .65	4 2.50	200 \$.85
1 ..... .50	404 ..... .85	10 ..... .70	20 2.25	300 1.10
2 ..... .55	405 ..... .90	20 ..... .80	30 2.50	Club Spittoons.
3 ..... .85	406 1.00	30 ..... .85	40 2.75	100 \$1.25
80 ..... .75	Water Pitchers.	40 ..... .95	Straight Sauce Pots.	Hotel Spittoons.
Berlin Sauce Pans.	5 \$1.00	50 1.05	014 ..... .50	150 \$2.50
02 ..... .55	10 1.15	001 ..... .60	016 ..... .65	Basting Spoons.
03 ..... .55	20 1.25	011 ..... .65	018 ..... .70	10 \$.15
04 ..... .75	0 ..... .70	01 1/2 ..... .70	020 ..... .85	12 ..... .20
05 ..... .85	1 ..... .80	101 ..... .80	022 1.00	14 ..... .20
06 ..... .95	2 ..... .90	201 ..... .85	024 1.25	16 ..... .20
08 1.15	3 1.05	301 ..... .95	026 1.50	18 ..... .25
010 1.35	4 1.20	401 1.05	028 2.00	Steamers.
012 1.65	6 2.00	501 1.15	030 2.25	7 \$1.15
021 ..... .85	Pitchers & Bowls.	1000 ..... .95	032 2.50	8 1.35
031 ..... .75	100 \$1.55	1010 1.00	80 1.25	9 1.50
041 ..... .90	200 1.75	1020 1.15	100 1.50	Tea Steepers.
051 1.00	Dinner Plates.	1030 1.25	120 1.75	2 \$.50
061 1.15	19 ..... .25	1040 1.40	160 2.25	3 ..... .55
081 1.40	20 ..... .30	1050 1.55	200 2.75	Handy Strainers.
0101 1.65	21 ..... .35	2000 1.00	801 1.40	140 \$.15
0121 1.85	Pie Plates.	2010 1.10	1001 1.75	Gravy Strainers.
Comb. Dbl Sauce	27 \$.20	2020 1.30	1201 2.00	2 \$.35
Pans.	28 ..... .20	2030 1.35	1601 2.50	Jelly Strainers.
1 \$1.50	29 ..... .25	2040 1.45	2001 3.00	20 \$.30
11 1.75	30 ..... .30	2050 1.65	Covered Stove Pots.	Oake Turners.
Comb. Triple Sauce	31 ..... .35	Fireless Cooker Pots	706 \$1.25	18 \$.15
Pans.	32 ..... .35	420 ..... .85	707 1.50	14 ..... .20
10 \$2.25	33 ..... .35	620 1.15	708 2.00	Female Urinals.
101 2.50	34 ..... .40	820 1.40	709 2.50	1 \$2.00
Sauce Pans.	41 ..... .35	1420 1.25	7061 1.50	2 \$1.35
162 ..... .55	Lebanon Pie Plates.	1620 1.60	7071 1.75	Half Round Smooth.
163 ..... .60	47 ..... .25	1820 1.90	7081 2.25	Size 6 \$.40
164 ..... .70	48 ..... .25	450 1.15	7091 2.75	Size 8 ..... .50
50 ..... .80	49 ..... .30	650 1.55	Soup Stock Pots.	Size 10 ..... .60
Size 6 ..... .35	50 ..... .80	850 1.85	212 \$4.50	Size 12 ..... .80
Size 7 ..... .40	Size 6 ..... .35	Extra Slim Tapers.	Half Round Cabinet.	Size 14 1.15
Size 8 ..... .45	Size 7 ..... .40	Size 3 1/2, 2 for 25c \$.15	Size 6 \$.45	Size 8 ..... .60
Size 10 ..... .50	Size 8 ..... .45	Size 4, 2 for 25c .15	Size 10 ..... .75	Size 12 1.05
Size 12 ..... .55	Size 10 ..... .50	Size 4 1/2, 2 for 25c .15	Size 12 1.40	Half Round Wood Rasps.
Size 14 ..... .85	Size 12 ..... .65	Size 5 ..... .15	Size 6 \$.45	Size 8 ..... .60
Size 16 1.15	Size 14 ..... .85	Size 5 1/2 ..... .15	Size 10 ..... .75	Size 10 1.05
Square Bastard.	Size 16 1.15	Size 6, 2 for 35c .30	Size 12 1.05	Size 14 1.40
Size 4 \$.30	Size 4 ..... .30	Size 7 ..... .35	Size 14 1.40	Shoemakers.
Size 5 ..... .35	Size 5 ..... .35	Size 8 ..... .35	Size 8 \$.60	Size 9 ..... .70
Size 6 ..... .35	Size 6 ..... .35	Weeds Saw.	Size 10 ..... .75	Size 10 ..... .75
Size 7 ..... .30	Size 7 ..... .30	Size 5, 3 for 50c \$.30	Size 12 1.05	Plain Horse.
Size 8 ..... .35	Size 8 ..... .35	Size 5 1/2, 3 for 50c .30	Size 14 1.40	Size 12 ..... .55
Size 10 ..... .45	Size 10 ..... .45	Size 6 ..... .20	Size 16 1.10	Size 14 1.00
Size 12 ..... .60	Size 12 ..... .60	Size 7 ..... .25	Size 12 ..... .70	Size 16 1.35
Size 14 ..... .85	Size 14 ..... .85	Band Saw.	Size 10 ..... .75	Tang Horse.
Size 16 1.05	Size 16 1.05	Size 5 ..... .20	Size 12 1.05	Size 14 1.00
Knife Bastard.	Size 4 \$.30	Size 6 ..... .25	Size 14 1.40	Size 16 1.35
Size 5 ..... .35	Size 5 ..... .35	Size 7 ..... .30	Shoemakers.	
Size 6 ..... .40	Size 6 ..... .40	Size 8 ..... .35	Size 8 \$.60	
Slim Taper.	Size 8 ..... .30	Size 10 ..... .50	Size 9 ..... .70	
Size 3 1/2, 2 for 25c \$.15	Size 8 1/2, 2 for 25c .15	Cant Saw.	Size 10 ..... .75	
Size 4, 2 for 25c .15	Size 4 1/2, 2 for 25c .15	Size 5 \$.30	Size 12 ..... .55	
Size 5 1/2, 2 for 25c .15	Size 5 1/2, 2 for 25c .15	Size 6 ..... .30	Size 14 ..... .75	
Size 6 1/2, 2 for 25c .15	Size 6 1/2, 2 for 25c .15	Size 7 ..... .35	Size 16 1.10	
Size 7 1/2, 2 for 25c .15	Size 7 1/2, 2 for 25c .15	Size 8 ..... .40	Size 12 ..... .70	
Size 8 1/2, 2 for 25c .15	Size 8 1/2, 2 for 25c .15	Size 10 ..... .50	Size 14 1.00	
Size 9 1/2, 2 for 25c .15	Size 9 1/2, 2 for 25c .15	Warding, 3 to 4 .25	Size 16 1.35	
Size 10 1/2, 2 for 25c .15	Size 10 1/2, 2 for 25c .15	Warding, 4 1/2 to 5 .30		
Size 11 1/2, 2 for 25c .15	Size 11 1/2, 2 for 25c .15	Warding, 6 .35		

RETAIL SELLING PRICE—Continued.

FLATTERS—Blacksmith—2-in., \$1.25; 2½-in., \$1.65; 3-in., \$2.00; 3½-in., \$3.00.

PIPE FITTINGS—

	¼	½	¾	1	1¼	1½	2
Bushings, black	.06	.06	.07	.08	.10	.12	.13
Bushings, galv.	.10	.10	.10	.13	.16	.18	.23
Caps, black	.08	.08	.08	.13	.16	.25	.30
Caps, galv.	.10	.10	.13	.18	.25	.45	.75
Couplings, black	.07	.08	.10	.13	.16	.22	.26
Couplings, galv.	.08	.11	.13	.18	.25	.32	.42
Crosses, black	.19	.27	.38	.60	.65	.75	1.25
Crosses, galv.	.25	.38	.55	.85	1.00	1.40	2.10
Elbows, black	.08	.10	.13	.15	.20	.30	.36
Elbows, galv.	.10	.13	.18	.20	.30	.50	.60
45 deg. Elbows, blk	.08	.10	.13	.15	.25	.50	.60
galv.	.10	.15	.18	.25	.43	.75	.80
St. Elbows, black	.07	.10	.15	.25	.38	.45	.75
St. Elbows, galv.	.10	.15	.22	.38	.40	.57	1.32
Floor Flanges, black	.30	.36	.42	.55	.60	.85	
Lock Nuts, black	.04	.06	.07	.13	.19	.25	.30
Lock Nuts, galv.	.05	.07	.10	.20	.28	.37	.40
Plugs, black	.04	.04	.04	.06	.07	.08	.11
Reducers, black	.10	.10	.12	.17	.26	.30	.35
Reducers, galv.	.13	.13	.17	.25	.38	.45	.60
Return Bends, blk	.25	.28	.38	.65	.80	.95	1.35
Close—							
Return Bends, blk	.27	.32	.40	.70	.90	1.10	1.55
Medium—							
Return Bends, blk	.28	.34	.45	.75	1.00	1.35	2.10
Open—							
Tees, black	.10	.15	.16	.17	.24	.39	.50
Tees, galv.	.13	.22	.25	.27	.37	.65	.85
Unions, black	.18	.22	.25	.30	.35	.45	.60
Unions, galv.	.28	.30	.35	.40	.50	.70	1.25

NIPPLES—Right Hand.

Size	2	2½	3	3½	4	5	6	7	8
¼, black	.04	.06	.06	.06	.07	.08	.10	.12	.15
¼, galv.	.06	.11	.11	.11	.12	.14	.16	.18	.22
½, black	.04	.06	.06	.06	.07	.08	.10	.12	.15
½, galv.	.06	.11	.11	.11	.12	.14	.16	.18	.22
¾, black	.04	.06	.06	.06	.07	.08	.10	.12	.15
¾, galv.	.06	.11	.11	.11	.12	.14	.16	.18	.22
1, black	.05	.07	.07	.07	.08	.10	.12	.14	.16
1, galv.	.06	.11	.11	.11	.12	.14	.16	.18	.22
1½, black	.06	.09	.09	.09	.09	.11	.12	.17	.18
1½, galv.	.08	.14	.14	.14	.14	.18	.21	.25	.32
2, black	.08	.13	.13	.13	.13	.15	.18	.23	.25
2, galv.	.11	.19	.19	.19	.19	.24	.28	.34	.38
2½, black	.11	.17	.17	.17	.17	.20	.24	.29	.32
2½, galv.	.17	.29	.29	.29	.29	.32	.38	.45	.52
3, black	.18	.30	.30	.30	.30	.35	.39	.46	.54
3, galv.	.21	.31	.35	.35	.35	.39	.46	.54	.60
4, black	.18	.28	.27	.27	.27	.32	.38	.50	.64
4, galv.	.27	.47	.47	.47	.47	.52	.61	.68	.75

FLASHLIGHTS—Ever-ready—Complete

No. 6961 each.....	\$.75	No. 2619 each.....	1.70
No. 6962 each.....	1.00	No. 2616 each.....	1.50
No. 1991 each.....	1.25	No. 2680 each.....	1.25
No. 2604 each.....	1.20	No. 2683 each.....	2.40
No. 2631 each.....	1.50	No. 2684 each.....	2.00
No. 2632 each.....	1.75	No. 2659 each.....	3.00
Kwik-lite Flashlights, Complete with Battery			
Fibre Tubulars		6241 Reg. 3-cell....	1.50
No.		6248 Reg. 3-cell....	1.75
5220 Baby 2-cell....	\$1.00	6249 Miners' 2-cell..	2.00
5221 Reg. 2-cell....	1.20	6351 Miners' 3-cell..	2.40
5223 Reg. 3-cell....	1.40	Metal Vest Pocket	
5229 Miners' 2-cell..	1.50	3475 2-cell (Vest)...	1.00
5331 Miners' 3-cell..	1.70	3577 3-cell (Vest)...	1.20
Metal Tubulars		3579 3-cell (Coat)...	1.70
6240 Baby 2-cell....	1.25		

Kwik-lite Seamless Cell Flashlight Batteries—

No. 1203 2-cell Baby Tubular.....	\$.80
No. 1202 2-cell Reg. Tubular.....	.80
No. 1301 3-cell Reg. Tubular.....	.40
No. 1204 2-cell Penlite.....	.25
No. 1206 2-cell Vest Pocket.....	.30
No. 1207 2-cell Vest Pocket.....	.80
No. 1308 3-cell Vest Pocket.....	.85
No. 1309 3-cell Coat Pocket.....	.85

FROES—Special—Each, 12-in., \$1.65; 14-in., \$1.75; 16-in., \$2.00. Common—Each, 12-in., \$1.25; 14-in., \$1.35; 16-in., \$1.50.

FURNACES—(See Pots)

FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75.

GATES—Molasses—

	Stebbins	Perf.
2	.45	\$.90
3	.50	1.00
4	.60	1.25
5	.65	1.50
6	.75	1.85

GLUE—Dry—X. X. White, 85c lb.; White, 70c lb.; Dark, 60c lb. Lepage's—Each, 1 oz., 10c; ¼ gill, 15c; gill, 25c; ½ pint, 40c; pint, 60c; quart, \$1.00; ½ gal., \$1.75; gallon, \$3.00. Imperial—Same as Lepage's.

GARBAGE CANS—(See Cans)

GLASSES—

Ground Level—		Proved Level—	
1%.....	\$.50	1%.....	\$.10
2%.....	.60	2%.....	.10
2½.....	.65	2½.....	.15
3%.....	.70	3%.....	.15
3½.....	.75	3½.....	.20
Gauge Glasses 40% off list.			

Gauge Glasses 40% off list.

GRAPHITE—Flake per lb, 75c.

GRINDERS—Carb. & all 1st Grade—No. 1, 4-in., \$4.00; No. 2, 5-in., \$5.50; No. 3, 6-in., \$7.50; No. 4, 7-in., \$10.50.

GRINDSTONES—Mounted. Wood Frame, No. 1, \$8.00 each; No. 2, \$8.50 each. Angle, Steel Frame, \$8.50 each; Tabular, Steel Frame, \$9.00 each; Harvest King, Power, \$12.50 each; Loose, 4c per lb. Fixtures (See Fixtures).

GAUGES—Butt—

No. 93.....	\$1.15	No. 77.....	.55
No. 94.....	1.35	No. 71.....	1.00
No. 95.....	1.25	No. 90.....	.50
No. 95½.....	1.00	No. 91.....	.90
Marking		No. 92.....	1.50
No. 61.....	.15	No. 97.....	.75
No. 64.....	.35	No. 98.....	1.00
No. 65.....	.75		

HAMMERS AND SLEDGES—

Adze Eye, 1st Grade		No. 4.....	.95
10.....	\$1.65	No. 3.....	.90
11.....	1.35	No. 2.....	.85
11½.....	1.25	No. 1.....	.80
12.....	1.15	No. 0.....	.75
13.....	1.10	Stone Hammer	
Ball Pein, First Grade		No. 710.....	
8 lb.....	1.75	3 to 4 lb., per lb....	.35
2½ lb.....	1.55	4 to 12 lb., per lb....	.25
1½ lb.....	1.35	5 to 20 lb., per lb....	.30
1¼ lb.....	1.25	Striking Hammers—	
1¼ lb.....	1.15	Long Pat. 750.....	
1 lb.....	1.10	3 to 4 lb., per lb....	.30
10 ounce.....	.90	5 to 20 lb., per lb....	.25
13 oz.....	1.00	B. S. Sledge	
7 ounce.....	.85	No. 830.....	.25
5 ounce.....	.85	No. 840.....	.25
2 ounce.....	.80	Stone Sledge.....	.25
Riveting, 1st Grade		Coal Sledge.....	.25
No. 5.....	1.00		

HANDLES—Axe—

Sing. Bit, Shaved.....	50c	Machine	
Sing. Bit, Oval.....	85c	Sizes 12-13-14.....	.15
Dble. Bit, Shaved.....	50c	Hatchet—	
Dble. Bit, Oval.....	85c	Sizes 13-14-15-16....	.15
Boys, Shaved.....	35c	Peavy—	
Boys, Oval.....	25c	Hickory, 2½x4, each	.75
Chisel.....		Hickory 4½.....	.80
Leather Tip.....	.10	Hickory 2½x4½.....	.85
Hammer—A. E.		Hickory, 5.....	.90
1st Quality		Hickory 2½x4½.....	1.00
Sizes 12-13-14.....	.15	Hickory, 5.....	1.05
Peavy—		Hickory 3x5.....	1.15

Maple, 2½x4.....	.50	Plain Bent Hay—	
Maple, 4½.....	.60	4½ foot.....	.55
Maple, 2½x4½.....	.65	5 foot.....	.60
Maple, 5.....	.70	Plain Manure—	
Maple, 2½x4½.....	.70	4 foot.....	.50
Maple, 5.....	.75	4½.....	.55
Maple, 3x5.....	.80	X Strap Header—	
Pick—Drift		4 foot.....	.75
No. 1, each.....	.35	4½ foot.....	.80
No. 2, each.....	.25	5 foot.....	.90
Hand Saw Handles—		5½ foot.....	1.00

Disston No. 7, each..	.35	X Strap Manure—	
Disston No. 8.....	.50	4 foot.....	.80
Disston No. 12.....	.65	4½ foot.....	.85
Sledge—		Hoe.....	
Shaved, 30-inch, each.	.85	Ivanhoe, 4½ foot....	.50
Oval, 30-inch.....	.25	Mortar.....	.85
Saw—Cross Cut—		X German, 4½ ft....	.70
No. 112 Disston.....	\$.65	Planter, 4½ ft.....	.60
No. 113 Disston.....	.70	Rake.....	
No. 114 Disston.....	1.35	X, 6 foot.....	.75
No. 120 Disston.....	1.50	Long Shovel XX.....	.70
Reversible Guard,		Long Spade XX.....	.65
Simonds.....	1.25	Long Maynard XX....	.70
No. 6 Simonds.....	1.00	D Handles.....	.75
No. 24 Atkins.....	1.00		
One man, sup.....	.85		

HATCHETS—

Lath, 1 Plumb.....	\$.85	Bench—(Single or	
Lath, 2 Plumb.....	1.00	Double Bevel)	
Underhill Regular....	2.25	8 White.....	2.00
Underhill Boston Pat.	2.50	7 White.....	2.15
Underhill, St. Paul....	2.50	6 White.....	2.35
141 Sayre.....	2.00	5 White.....	2.35
140 Sayre.....	1.75	4 White.....	2.75
Flooring, 1 Plumb....	1.75	Claw 1 Plumb.....	1.35
White.....	1.75	Claw 2 Plumb.....	1.40
Broad 1 Plumb.....	1.50	Claw 3 Plumb.....	1.50
Broad 2 Plumb.....	1.75	Shingling 1 Plumb... 1.20	
		Shingling 2 Plumb... 1.25	

RETAIL SELLING PRICE—Continued.

HATCHETS—Continued.

* Broad 3 Plumb.....	2.00
Broad 4 Plumb.....	2.25
Broad 5 Plumb.....	2.50
Shingling 3 Plumb....	1.80

Half, 1 Plumb.....	1.25
Half, 2 Plumb.....	1.80
Barrel or Fruit Boxes—	
Sayre 400.....	1.65
Sayre 401.....	1.50

1430 F&D2 Hgs.....	.85	4.00	1480 SF2&N.....	.25	2.80
1430 N.....	.40	4.85	1475 F&D2.....	.30	2.30
1481 F&D2.....	.25	2.50	1475 SF2&N.....	.25	2.80
1481 SF2&N.....	.25	2.80	1474 F&D2, 1½.....	.25	2.40
1478 F&D2.....	.25	2.50	1474 F&D2, 2.....	.30	3.30
1478 SF2&N.....	.25	2.80	1474 SF2, 1½.....	.25	2.80
1480 F&D2.....	.25	2.20	1474 SF2, 2.....	.35	3.60

HINGES & BUTTS (Screws Included)—

No. 900 Lt. Strap Hinges.	4½x4½-in. ..	.90	1.00
Pr. Ds. Fr.	5x5-in.	1.15	1.20
8-inch \$.20	5½x5½-in.	1.35	1.50
4-inch ..... .25	6x6-in.	1.60	1.75
5-inch ..... .80			
6-inch ..... .85			

No. 935 Cor. Strap Hgs.	2½-in. ....	.40	Ret. .50
Pr. Ds. Fr.	3-in. ....	.45	.55
4-inch \$.25	3½-in. ....	.55	.65
5-inch ..... .85	4-in. ....	.70	.80
6-inch ..... .40	4½-in. ....	.95	1.05
8-inch ..... .80			
10-inch ..... .90			
12-inch 1.35			

No. 904 Lt. Tee Hinges.	2½-in. ....	.45	Ret. .50
Pr. Ds. Fr.	3-in. ....	.50	.60
8-inch \$.15	3½-in. ....	.60	.70
4-inch ..... .30	4-in. ....	.65	.75
5-inch ..... .20	4½-in.	1.00	1.15
6-inch ..... .25			

No. 937 Cor. Tee Hinges.	2½-in. ....	.45	Ret. .55
Pr. Ds. Fr.	3-in. ....	.55	.65
4-inch \$.85	3½-in. ....	.60	.70
5-inch ..... .40	4-in. ....	.70	.80
6-inch ..... .60	4½-in. ....	.90	1.00
8-inch ..... .75			
10-inch 1.20			
12-inch 1.75			

No. 888 Butts.	1½-in. ....	.35	Ret. .40
Pr. Ds. Fr.	2-in. ....	.40	.45
¾-inch \$.10	2½-in. ....	.45	.50
1-inch ..... .10	3-in. ....	.55	.65
1¼-inch ..... .10	3½-in. ....	.65	.75
1½-inch ..... .15	4-in. ....	.80	.95
2-inch ..... .15	4½-in.	1.20	1.35

No. 840.	1½-in. ....	.40	Ret. .45
Pr. Ds. Fr.	2-in. ....	.45	.55
1¼-inch \$.15	2½-in. ....	.50	.55
1½-inch ..... .15	3-in. ....	.60	.70
2-inch ..... .15	3½-in. ....	.70	.80
2½-inch ..... .20	4-in. ....	.80	.90
3-inch ..... .20	4½-in.	1.20	1.30
3½-inch ..... .25			

No. 895 F&D2.	1½-in. ....	.35	Ret. .40
Pr. Ds. Fr.	2-in. ....	.40	.45
1¼-inch \$.15	2½-in. ....	.45	.50
1½-inch ..... .15	3-in. ....	.55	.65
2-inch ..... .15	3½-in. ....	.65	.75
2½-inch ..... .20	4-in. ....	.80	.95
3-inch ..... .20	4½-in.	1.20	1.35
3½-inch ..... .25			

No. 781½.	1½-in. ....	.30	Ret. .35
Cont.	2-in. ....	.35	.40
2½x2½-in.	2½-in. ....	.40	.45
8x3-in.	3-in. ....	.45	.50
8½x3½-in.	3½-in. ....	.50	.55
4x4-in.	4-in. ....	.55	.65
4½x4½-in.	4½-in. ....	.65	.75
5x5-in. ....		.75	.85
5½x5½-in. ....		.85	1.05
6x6-in.		1.05	1.25

No. 738.	1½-in. ....	.40	Ret. .45
Cont.	2-in. ....	.45	.50
2½x2½-in.	2½-in. ....	.50	.55
8x3-in.	3-in. ....	.55	.65
8½x3½-in.	3½-in. ....	.65	.75
4x4-in.	4-in. ....	.75	.85
4½x4½-in.	4½-in. ....	.85	1.05
5x5-in.		1.05	1.25
5½x5½-in.		1.25	1.45
6x6-in.		1.45	1.65

No. 241 F&D2.	2½x2½-in. ....	.40	Ret. .45
Cont.	3x3-in. ....	.45	.50
2½x2½-in.	3½x3½-in. ....	.45	.50
8x3-in.	4x4-in. ....	.55	.65
8½x3½-in.	4½x4½-in. ....	.65	.75
4x4-in.	5x5-in. ....	.75	.85
4½x4½-in.	5½x5½-in. ....	.85	1.05
5x5-in.	6x6-in.	1.05	1.25
5½x5½-in.		1.25	1.45
6x6-in.		1.45	1.65

No. 241 SF 2.	2½x2½-in. ....	.45	Ret. .50
Cont.	3x3-in. ....	.50	.55
2½x2½-in.	3½x3½-in. ....	.50	.55
8x3-in.	4x4-in. ....	.60	.65
8½x3½-in.	4½x4½-in. ....	.65	.75
4x4-in.	5x5-in. ....	.75	.85
4½x4½-in.	5½x5½-in. ....	.85	1.05
5x5-in.	6x6-in.	1.05	1.25
5½x5½-in.		1.25	1.45
6x6-in.		1.45	1.65

No. 241 H&N.	2½x2½-in. ....	.50	Ret. .55
Cont.	3x3-in. ....	.55	.65
2½x2½-in.	3½x3½-in. ....	.55	.65
8x3-in.	4x4-in. ....	.65	.75
8½x3½-in.	4½x4½-in. ....	.75	.85
4x4-in.	5x5-in. ....	.85	.95
4½x4½-in.	5½x5½-in. ....	.95	1.15
5x5-in.	6x6-in.	1.15	1.35
5½x5½-in.		1.35	1.55
6x6-in.		1.55	1.75

No. 241 H&N.	2½x2½-in. ....	.50	Ret. .55
Cont.	3x3-in. ....	.55	.65
2½x2½-in.	3½x3½-in. ....	.55	.65
8x3-in.	4x4-in. ....	.65	.75
8½x3½-in.	4½x4½-in. ....	.75	.85
4x4-in.	5x5-in. ....	.85	.95
4½x4½-in.	5½x5½-in. ....	.95	1.15
5x5-in.	6x6-in.	1.15	1.35
5½x5½-in.		1.35	1.55
6x6-in.		1.55	1.75

No. 241 H&N.	2½x2½-in. ....	.50	Ret. .55
Cont.	3x3-in. ....	.55	.65
2½x2½-in.	3½x3½-in. ....	.55	.65
8x3-in.	4x4-in. ....	.65	.75
8½x3½-in.	4½x4½-in. ....	.75	.85
4x4-in.	5x5-in. ....	.85	.95
4½x4½-in.	5½x5½-in. ....	.95	1.15
5x5-in.	6x6-in.	1.15	1.35
5½x5½-in.		1.35	1.55
6x6-in.		1.55	1.75

WROUGHT BRASS BUTTS—Narrow, Middle & Broad Add 35% to List.

HODS—Coal—			Open Galvanized		
Open Japanned—			15	.....	.75
15	.....	.50	16	.....	.95
16	.....	.60	17	.....	1.10
17	.....	.70	18	.....	1.35
18	.....	.75	20	.....	1.45
20	.....	.90			

HOOKS—Bright.			No.		Dos.
No.		Dos.	104	.....	.45
0	.....	.85	105	.....	.25
1	.....	.75	106	.....	.25
2	.....	.65	107	.....	.30
3	.....	.55	108	.....	.15
4	.....	.45	109	.....	.15
5	.....	.35	110	.....	.15
6	.....	.25	111	.....	.15
7	.....	.20	112	.....	.10
8	.....	.15	113	.....	.10
9	.....	.15	114	.....	.10
10	.....	.15			
11	.....	.15			
12	.....	.10			
13	.....	.10			
14	.....	.10			

Gross—80% Discount from List.			No.		Dos.
Brass No. 1412—		Dos.	104	.....	.45
¾	.....	.20	105	.....	.25
¾, 2 for 5c.	.....	.20	106	.....	.25
¾, 2 for 5c.	.....	.20	107	.....	.30
¾, 2 for 5c.	.....	.25	108	.....	.15
1, 2 for 5c.	.....	.80	109	.....	.15
Brass Cup No. 181—		Dos.	110	.....	.15
¾	.....	.20	111	.....	.15
¾	.....	.20	112	.....	.10
¾, 2 for 5c.	.....	.20	113	.....	.10
¾, 2 for 5c.	.....	.25	114	.....	.10

Gross—80% Discount from List.			No.		Dos.
Brass No. 1412—		Dos.	104	.....	.45
¾	.....	.20	105	.....	.25
¾, 2 for 5c.	.....	.20	106	.....	.25
¾, 2 for 5c.	.....	.20	107	.....	.30
¾, 2 for 5c.	.....	.25	108	.....	.15
1, 2 for 5c.	.....	.80	109	.....	.15
Brass Cup No. 181—		Dos.	110	.....	.15
¾	.....	.20	111	.....	.15
¾	.....	.20	112	.....	.10
¾, 2 for 5c.	.....	.20	113	.....	.10
¾, 2 for 5c.	.....	.25	114	.....	.10

SCREW EYES—Bright			No.		Dos.
No.		Dos.	104	.....	.45
000	.....	\$1.70	105	.....	.25
00	.....	1.25	106	.....	.25
0	.....	.70	107	.....	.30
1	.....	.55	108	.....	.15
2	.....	.50	109	.....	.15
3	.....	.40	110	.....	.10
4	.....	.35	111	.....	.10
5	.....	.25	112	.....	.10
6	.....	.20	113	.....	.05
7	.....	.15	114	.....	.05
8	.....	.15			
9	.....	.10			
10	.....	.10			
11	.....	.10			
12	.....	.05			
13	.....	.05			
14	.....	.05			

Gross lots or full packages, 60% discount from list.			No.		Dos.
Brass—		Dos.	104	.....	.45
1001	.....	\$2.85	105	.....	.25
1002	.....	2.40	106	.....	.25
1003	.....	1.85	107	.....	.30
1004	.....	1.50	108	.....	.15
1005	.....	1.80	109	.....	.15
1006	.....	1.05	110	.....	.10
1007	.....	.80	111	.....	.10
1008	.....	.75	112	.....	.10
1009	.....	.50	113	.....	.05
1010	.....	.45	114	.....	.05
1011	.....	.85			
1012	.....	.30			
1013	.....	.25			
1014	.....	.20			

Gross lots or full packages, 50% discount from list.			No.		Dos.
Brass—		Dos.	104	.....	.45
1001	.....	\$2.85	105	.....	.25
1002	.....	2.40	106	.....	.25
1003	.....	1.85	107	.....	.30
1004	.....	1.50	108	.....	.15
1005	.....	1.80	109	.....	.15
1006	.....	1.05	110	.....	.10
1007	.....	.80	111	.....	.10
1008	.....	.75	112	.....	.10
1009	.....	.50	113	.....	.05
1010	.....	.45	114	.....	.05
1011	.....	.85			
1012	.....	.30			
1013	.....	.25			
1014	.....	.20			

Gross lots or full packages, 50% discount from list.			No.		Dos.
Brass—		Dos.	104	.....	.45
1001	.....	\$2.85	105	.....	.25
1002	.....	2.40	106	.....	.25
1003	.....	1.85	107	.....	.30
1004	.....	1.50	108	.....	.15
1005	.....	1.80	109	.....	.15
1006	.....	1.05	110	.....	.10
1007	.....	.80	111	.....	.10
1008	.....	.75	112	.....	.10
1009	.....	.50	113	.....	.05
1010	.....	.45	114	.....	.05
1011	.....	.85			
1012	.....	.30			
1013	.....	.25			
1014	.....	.20			

Gross lots or full packages, 50% discount from list.			No.		Dos.
Brass—		Dos.	104	.....	.45

RETAIL SELLING PRICE—Continued.

IRONS—Sad. Common, 9c lb.; Mrs. Potts No. 50, \$1.75 set; Dover No. 70, \$2.75 set.

ICE TOOLS—

No. 315 Plow, 8-in.	\$40.00
No. 316 Plow, 10-in.	47.50
No. 317 Plow, 12-in.	54.00
No. 320 Plow, 8-in.	42.50
No. 321 Plow, 10-in.	50.00
No. 322 Plow, 12-in.	57.00
No. 456 Splitting Chisel	4.75
No. 495	5.35
No. 520 Ice Hooks, 4-ft.	1.85
4½-ft.	1.40
5-ft.	1.50
6-ft.	1.65
No. 1 Ice Tong V & B.	1.75
No. 2	2.00
No. 3	2.25
No. 540, 13-inch	2.00
14½-inch	2.15
16½-inch	2.25
Pond Ice Saws—Tiller Handle.	
4½-foot	5.75
5-foot	6.25
5½-foot	6.75

JACKS—Bell Bottom, Net List.

Wagon—Lanes—OL, each \$1.75; 1L, \$2.50; 2L, \$3.50; 3L, \$6.75.

KNIVES & FORKS—Iron Handled, \$1.25.

KNIVES—Hay—Lightning \$1.85; Iwan Sickie, \$2.00; Iwan Serrated, \$2.00; Heath's Upright, \$1.85. Corn—Corn King, 40c; No. 12 Hooks, 50c.

KNOBS—Maple, Base, 5c each; 35c doz.

LACING—Belt—

Leather	Bristol
Size ¼, per ft.	111, per inch
Size 5-16 per ft.	112, per inch
Size ¾, per ft.	113, per inch
Size 1, per ft.	114 per inch
Size 1½, per ft.	Wire
Size 2, per ft.	No. 1, box 50 ft.
	No. 2

LADDERS—Extension, per ft., 30c; Step, common, per ft., 20c; best, per ft., 50c.

LANTERN GLOBES—

No. 0	\$.30	No. 2 C. B. Ruby	\$.50
No. 0 Ruby	.45	No. 2 Ruby Short	.50
No. 2 O. B.	.30	Dietz Jr.	.20
No. 2 C. B. Short	.30	89 R. R.	.25

LANTERNS—No. 0 each, \$1.10; No. 1 O. B., \$1.95; No. 2 C. B., \$1.75; N. S., \$1.75.

LEAD—White—12½-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$14.00.

LETTERS—Steel—

LETTERS—Steel—					
	Each	Set		Each	Set
¼	\$.25	\$ 8.75	¼	.15	2.75
½	.40	6.00	5-16	.15	3.25
¾	.60	10.50			

LEVELS—

No. 0	\$1.25	No. 108	.75
No. 5	2.35	No. 36—13-inch	\$2.00
No. 10	2.75	No. 36—18-inch	2.50
No. 15	2.75	No. 36—24-inch	2.85
No. 25	3.00	No. 37—12-inch	3.00
No. 30	3.25	No. 37—18-inch	3.50
No. 36	3.50	No. 37—24-inch	4.00
No. 42	3.50	No. 34	1.35
No. 48	3.50	No. 4524	4.00
No. 54	3.50	No. 4424	5.50

LIFTS—Sash—Large Bar, \$1.25 doz.; Small Bar, \$1.10 doz.; Hook, 40c doz.

LINE—Clothes—

Length	50	75	100
No. 9 Wire, each	\$.50	\$.60	\$.75
Twisted No. 20	.30	.35	.40
Cable No. 15	.60	.65	.80
Cotton ¼-inch	.50		

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

OAR LOOKS—2-in., per pair 40c; 2½-in., per pair 60c; 3-in., per pair, 70c.

MATS—Reg. Cocoa—

Door 14x24	\$.90	Door 22x36	2.00
Door 16x27	1.35	Medium, 16x27	1.50
Door 18x30	1.40	Medium, 18x30	2.25
Door 20x33	1.85		

MATTOCKS—Handles Extra—

Pick	\$1.50	6-lb. long or short ctr	1.50
5-lb. long or short ctr	1.40	Grub Hoes, No. 2	1.25

MAULS—Handles Extra—Post, cast, 7c lb.; R. R. Track, 920, 25c; Woodchoppers, 960, 25c; Woodchoppers, 960A, 25c. Dble Face (see Hammers).

MILLS—Older—

Junior	\$25.00	Senior	\$40.00
Medium	30.00	Force Feed	18.00

MOP STICKS—No. 7, 25c each; No. 18, 25c each; No. 70 or Janitor's, 65c each.

MOPS—Slasher

Slasher		Cotton	
15 oz., each.....	\$.75	15 oz., each.....	\$.75
18 oz., each.....	.85	18 oz., each.....	.85
21 oz., each.....	1.00	21 oz., each.....	1.00

MOWERS—Great American—15-in., \$16; 17-in., \$18; 19-in., \$20; 21-in., \$22. Common—12-in., \$6; 14-in., \$6.25; 16-in., \$6.50.

NAILS—Base per Keg, \$5.80. 50 to 99 lbs., add 50c per

100 lbs. to Keg price.	1 to 50 lb.	50 to 99 lbs., and 50c per	
Fine Blue 2&3.....	.08	Out Casing 6&8.....	.08
Fine Bright.....	.08	Galv. Felt.....	.15
Common 2&3d.....	.08	Galv. Boat.....	.12
Common 4&5d.....	.08	Clout—	
Common 6&7d.....	.07	Bulk, lb.....	.30
Common 8 to 60d....	.07	½ lb. Papers, ea.....	.20
Casing 2&3d.....	.08	Cigar Box—	
Casing 4&5d.....	.08	Bulk, lb.....	.30
Casing 6 to 20d.....	.10	1 lb. Papers, ea.....	.85
Finishing 2&3d.....	.08	½ lb.....	.20
Finishing 4&5d.....	.08	¼ lb.....	.15
Finishing 6 to 20d..	.08	Trunk—	
Smooth Box 4 to 6d..	.08	Bulk, lb.....	.30
Smooth Box 8 to 20d	.08	1 lb. Papers, ea.....	.85
Barb Box 4 to 5d.....	.08	½ lb.....	.20
Barb Box 6.....	.08	¼ lb.....	.15
Barb Box 8 to 20d..	.08	Horseshoe—	
Barb Roof ¾ to 1.....	.10	Capewell, lb.....	.80
Barb Roof 1 to 1½..	.10	Northwestern.....	.80
Plaster Board.....	.10	Union.....	.25
C. C. Box.....	.10		

NETTING—Poultry—

No. 19, 2-inch Mesh—		No. 20, 1-inch Mesh—	
12-inch	\$ 2.48	12-inch	\$ 4.95
18-inch	3.56	18-inch	7.12
24-inch	4.54	24-inch	9.08
30-inch	5.42	30-inch	10.88
36-inch	6.19	36-inch	12.88
48-inch	8.25	48-inch	16.50
60-inch	10.82	60-inch	20.68
72-inch	12.88	72-inch	24.75

Full Rolls, 20% off list.

Less than 100 feet, 25% above list.		Over 100 feet, list.	
Union Lock—Light			
24 in.....	\$3.50	48 in.....	5.25
36 in.....	4.50	60 in.....	6.25
		72 in.....	7.00

NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25; 14-in., \$2.75.

NUTS—Hot Pressed—

Blank		Threaded	
¼ inch.....	\$.25	¼ inch.....	\$.27
5-16 inch.....	.28	5-16 inch.....	.28
¾ inch.....	.30	¾ inch.....	.29
7-16 inch.....	.19	7-16 inch.....	.23
1 inch.....	.17	1 inch.....	.16
1-16 inch.....	.17	1 inch.....	.18
¾ inch.....	.16	¾ inch.....	.18
¾ inch.....	.16	¾ inch.....	.18
¾ inch.....	.15	¾ inch.....	.17
1 inch.....	.15	1 inch.....	.17

OAKUM—Plumbers, 16c lb.; Navy, 25c.

OIL—Bollid Linseed, \$1.60 -al.

OILERS—Chase's Zinc—

00	.....	\$.10		Copperized Steel—	
0	.....	.10	13	.....	\$.30
1	.....	.15	14	.....	.35
1½	.....	.15	14B	.....	.40
2	.....	.20	15A	.....	.45
3	.....	.25	16	.....	.50
4	.....	.30			
5	.....	.35			

Cannon Pump—

Brass		Tin	
No. 11.....	\$1.65	No. 1.....	\$1.00
No. 12.....	1.75	No. 2.....	1.15
No. 13.....	2.00	No. 3.....	1.35
Felloe—			
No. 8.....	\$1.75	No. 5.....	2.00
No. 4.....	1.85	No. 6.....	2.15

OUTFITS—Cobblers—Eclipse, \$1.00 each; Family, \$1.85; Home, No. 1, \$2.00; No. 2, \$1.50. Lasts and Stands, No. 15, cast, 90c; No. 15, extra heavy, \$1.85; No. 24, malleable, \$2.25.

PACKING—Sheet Rubber—Standard, 20c lb.; Rainbow, 90c; Italian Hemp, Common, 40c; Square Flax, braided, 50c; Piston Spiral Steam, High Pressure, \$2.25; Steam or Water, Low Pressure, \$1.25.

PANS—Acme Frying—

No. 00, each	\$.15	No. 4, each	\$.40
No. 0, each	.25	No. 5, each	.45
No. 1, each	.30	No. 6, each	.50
No. 2, each	.35	No. 7, each	.60
No. 3, each	.35		

RETAIL SELLING PRICE—Continued.

PAPER—Building—

P & B		Imitation P & B	
No. 1—500.....	\$2.00	No. 1—500.....	\$1.80
No. 1—1000.....	3.90	No. 1—1000.....	3.40
No. 2—500.....	2.95	No. 2—500.....	2.55
No. 2—1000.....	5.75	No. 2—1000.....	4.95
No. 3—500.....	4.00	No. 3—500.....	3.60
No. 3—1000.....	7.70	No. 3—1000.....	6.75

Red Resin—

17 lb.....	\$1.15	25 lb.....	\$1.65
20 lb.....	1.40	30 lb.....	1.90

Sandpaper—

No. 00-0-1/4-1, quire.....	\$.60	No. 2-2 1/4, quire.....	\$.75
No. 1 1/4, quire.....	.65	No. 3, quire.....	.85
Less Quantities, 8 for 10c			

PADS—Sweat—No. 63 N12, Red Edge, 75c; No. 146 A12, Blue and White striped, \$1.50.

PEAVIES—

	—Socket—	—Bangor—	
	Maple	Hickory	Maple Hickory
2 1/4 x 4.....	\$2.50	\$2.75	\$2.80 \$3.00
4 1/4.....	2.75	2.85	2.85 3.10
2 1/4 x 4 1/2.....	2.75	2.85	3.00 3.25
5.....	2.75	3.00	3.10 3.35
2 1/4 x 4 1/2.....	3.00	3.25	3.25 3.50
5.....	3.00	3.25	3.35 3.60
3x5.....	3.15	3.50	3.75 3.85

PICKS—Drifting—Each, 3-lb., \$1.00; 4-lb., \$1.15; 4 1/2-lb., \$1.25; 5-lb., \$1.40. Railroad—6-lb., \$1.25; 6-lb., \$1.35; 7-lb., \$1.50; 8-lb., \$1.75. Contractors—6 1/2-lb., \$1.65; 8-lb., \$1.65.

PINS—Escutcheon—Small lots, 15c oz.; large lots, 40% over List.

PIPE—Stove.

	Com.	Pol.	Galv.	Tee
				Com.
3.....	.80	.45	.50	
4.....	.80	.45	.55	
5.....	.80	.50	.60	.65
6.....	.80	.50	.65	.75
7.....	.85	.65	.80	.90
7-6 or 6-7.....	.40	.65		
6-5 or 5-6.....	.40	.65		

PIPE—

	Standard Black	Galvanized	
	Full Length	Cut Length	Full Length
1/4.....	\$ 6.75	\$ 6.75	\$ 8.00 \$ 9.00
1/2.....	6.50	7.50	9.00 10.00
3/4.....	6.50	7.50	9.00 10.00
1.....	8.00	9.00	10.00 11.00
1 1/4.....	9.75	10.75	12.50 13.50
1 1/2.....	14.00	15.00	17.75 19.00
2.....	19.00	21.00	24.50 26.00
2 1/2.....	22.50	24.00	28.80 30.00
3.....	30.00	32.00	38.50 40.00
3 1/2.....	50.00	58.00	61.00 68.00
4.....	67.00	70.00	80.00 98.00
4 1/2.....	89.00	92.00	119.00 122.00
5.....	105.00	108.00	140.00 146.00

Cut Length, 10% extra.

Pipe Conductor—Corrugated

2 inch, per ft.....	\$.13 1/2	4 inch, per ft.....	\$.19
3 inch, per ft.....	.15	5 inch, per ft.....	.24

PITCH—Asphaltum—5-lb. can, 35c; 10-lb. can, 65c; 25-lb. can, \$1.00.

PLANES—Wood, Smooth, each, \$1.15. Wood, Jack, each \$1.40.

PLANES—

1.....	\$2.10	28.....	\$2.00	72.....	3.00	180.....	1.15
2.....	2.65	24.....	2.00	72 1/2.....	4.65	181.....	2.00
3.....	2.75	25.....	1.90	74.....	7.00	140.....	2.00
4.....	3.00	26.....	2.25	75.....	.60	146.....	3.00
4 1/2.....	3.50	27.....	2.50	78.....	2.35	147.....	3.00
5.....	3.50	27 1/2.....	2.50	94.....		148.....	3.00
5 1/2.....	4.00	28.....	2.65	SORAPERS—			
6.....	4.50	29.....	2.75	80.....	1.25	181.....	1.75
7.....	5.00	30.....	3.00	81.....	2.00	182.....	1.75
8.....	6.00	31.....	3.25	82.....	1.50	190.....	1.85
9.....	1.50	32.....	3.25	83.....	1.50	191.....	1.85
9 1/2.....	1.75	33.....	3.25	84.....		192.....	1.85
10.....	4.35	34.....	3.50	PLANES—			
10 1/2.....	3.50	35.....	2.50	85.....	3.50	289.....	2.75
11.....	8.00	36.....	2.75	87.....	2.75	840.....	2.25
11 1/2.....	4.25	37.....	2.85	90.....	2.75	444.....	7.50
12.....	3.35	39.....	2.25	92.....	2.75	602.....	3.00
12 1/2.....	4.50	40.....	1.65	93.....	3.85	603.....	3.25
13.....	4.25	40 1/2.....	2.00	94.....	3.85	604.....	3.50
15.....	1.50	45.....	2.50	97.....	3.00	604 1/2.....	4.00
15 1/2.....	1.90	46.....	7.50	98.....	1.40	605.....	4.00
16.....	1.65	47.....	5.50	99.....	1.40	605 1/2.....	4.25
17.....	1.85	48.....	3.75	100.....		606.....	5.00
18.....	1.75	49.....	3.75	101.....	.35	607.....	5.75
19.....	5.85	50.....	6.00	102.....	.60	608.....	6.75
20.....	5.85	55.....	17.50				
20 1/2.....	5.00	57.....	5.50				
21.....	2.00	60.....	1.65	1 1/4.....			
22.....	2.00	60 1/2.....	1.50	1 1/2.....			
61.....	1.50	103.....	.75	1 3/4.....			
62.....	3.85	104.....	2.85	2.....			

PLANES—Continued.

65.....	1.90	105.....	3.25	2 1/4.....	.50	.75
65 1/2.....	1.65	110.....	.85	2 1/2.....	.50	.80
71.....	2.85	118.....	4.25	2 3/4.....	.55	.85
71 1/2.....	2.85	120.....	1.10	3.....	.55	.85
Stanley 100 & 101.....						.20
Stanley 102 & 103.....						.30
Stanley 110 & 180.....						.30
Stanley 122 & 220.....						.30
Stanley 140.....						.25
Stanley 10 & 10 1/2 Single.....						.75
Stanley 10 & 10 1/2 Double.....						1.25
Stanley 12 & 112.....						.35
Stanley 12 & 112 Toothing.....						.55
Stanley 9 1/4 & 9 1/2.....						.20
Stanley 15, 16, 17, 18, 19.....						.30
Stanley 60 & 65.....						.30

PLIERS—

No. 102 Bernard's		Klein's Side Cutting	
4 1/4.....	\$1.35	5.....	\$1.75
5 1/4.....	1.65	6.....	2.00
6 1/4.....	2.00	7.....	2.35
7 1/4.....	2.25	8.....	2.50
		9.....	3.25

PLUGS—Spark—\$1.00 each.

POLISH—

Brilliantshine or Rex—		Liquid Veneer—	
1/2 Pint.....	\$.30	4 ounces.....	\$.25
Pints.....	.35	12 ounces.....	.50
Quarts.....	.60	Quarts.....	1.00
1/2 Gallon.....	1.00	Gallon.....	3.00
Gallon.....	1.50		

POTS—

Gasoline Fire—			
21.....	\$ 3.60	8 Quart.....	1.10
71.....	12.20	10 Quart.....	1.25
72.....	9.85	12 Quart.....	1.50
5.....	9.80	16 Quart.....	1.75
		Tin.....	
4 Quart.....	.85	4 Quart.....	.55
6 Quart.....	1.00	6 Quart.....	.65
		8 Quart.....	.85
		10 Quart.....	1.00

Watering Ptd.—1 qt., 30c; 2 qt., 35c; 3 qt., 50c.

PULLERS—Nail—

Rex, \$1.85 each; Red Devil, or Morrills \$2.00 each.

PUMPS—P. S.—1, \$2.90; 2, \$3.25; 3, \$3.65; 4, \$4.00.

PULLEYS—Frame—No. 4 Ottumwa, per doz., 60c; No. 5, 60c; No. 9, 60c; No. 109, 60c.

PUTTY—Per lb., 10c.

RIVETS—

Iron Carriage—Round or Flat Head, per lb., 25c			
Tinners'—			
8 to 12 oz. per C.....	.05	5 lb. per C.....	\$.30
1 1/4 to 2 lb. per C.....	.10	6 lb. per C.....	.35
2 1/4 to 4 lb. per C.....	.15	7 lb. per C.....	.30
Copper Brake Band—			
No. 6 to 8.....	\$1.00	No. 10.....	\$1.00
Copper Rivets and Burrs—			
No. 8 1/4 lb. pa.....	.45	Aast. 8 & 9, pa.....	.45
No. 10 1/4 lb. pa.....	.45	No. 9 R. H., pa.....	.45
No. 12 1/4 lb. pa.....	.50		
Copper Rivets Only—			
No. 8 1 lb.....	.80	No. 10, 1 lb.....	.85
Copper Burrs Only—			
No. 8 and 9.....	\$1.10	No. 10 and 12.....	\$1.15
Copper and Burrs—			
No. 8 to 10 1/4 lb. pa.....	.45	No. 12, 1/2 lb. pa.....	.50
Rivets and Burrs California Tire—1/4 and 5-16, per lb., 30c			

ROOFING—Standard—1/2 ply square, \$1.75; 1 ply square, \$2.00; 2 ply square, \$2.50; 3 ply square, \$3.00.

ROPE—Manila—3-16 & 1/4 lots under 200 ft.; 5-16 to 1/2 lots under 100 ft.; 1/2 to 1-in. lots under 50 ft. All to be sold by measure.

Size	Av. ft. in lb.	Sell per ft.	Sell per lb.
3-16.....	.80	1 1/4 c	Over 200 ft..... \$.50
1/4.....	.55	1 1/4 c	Over 200 ft..... .50
5-16.....	.88	1 1/4 c	Over 100 ft..... .50
3-8.....	.27	2 1/4 c	Over 100 ft..... .45
7-16.....	.19	2 1/4 c	Over 100 ft..... .45
1/2.....	.13	3 1/4 c	Over 100 ft..... .45
9-16.....	.10	4 1/4 c	Over 100 ft..... .45
1.....	.8	6 c	Over 100 ft..... .45
1 1/4.....	.6 1/4	7 1/4 c	Over 100 ft..... .45
1 1/2.....	.4	10 c	Over 100 ft..... .45
1 3/4.....	.4	18 c	Over 100 ft..... .45
Larger.....			

Wire—20% above list.

No.	Price	No.	Price
3.....	\$.75	32.....	.50
5.....	.70	32 1/2.....	.65
7.....	.75	33.....	.15
17.....	.60	36.....	.35
30.....	.85	36 1/2.....	.45
30 1/2.....	1.00	38.....	1.25
31.....	1.00	39.....	2.75

RETAIL SELLING PRICES—Continued

RULES—Continued.

40	.....	8.25
41	.....	.25
42	.....	.40
50	.....	.85
51	851	.30
52	871	.50
53	861	.30
53½	861A	.65
54	881	.65
57	488	.50
58	.....	.45
61	751	.25
61½	750	.25
62	781	.60
62C	7810	1.25
62½	780	.50
63	761	.30
63½	760	.30
64	476	.25
66½	8851	.50
66½	8881	1.00
68	651	.20
69	465	.15
72	762	.45
75	862	.50
78½	982	.85
81	.....	.60
83	.....	.85
83C	8620	1.00
84	771	.55
85	.....	4.00
86	.....	5.00
87	.....	6.00
89	.....	6.50
92	.....	1.50
92½	.....	1.25
94	4883	1.75
480	.....	1.00

REGISTERS—

Jap 6x8	.....	\$1.55
Jap 8x10	.....	1.65
Jap 10x12	.....	2.40
Jap 10x14	.....	8.15
Jap 12x14	.....	4.85

REGISTER FACES—

Jap 6x8	.....	\$1.00
Jap 8x10	.....	1.10
Jap 10x12	.....	1.70
Jap 10x14	.....	2.20
Jap 12x14	.....	2.80

DISSTON SAWS—

No.	18-in.	20-in.	22-in.	24-in.	26-in.	28-in.
7	\$1.90	\$2.00	\$2.15	\$2.35	\$2.60
D-8 & 1874	2.35	2.50	2.60	2.70	3.10
16	2.35	2.50	2.60	2.70	3.10
12	2.70	2.85	3.05	3.25	3.70
112	2.80	2.95	3.20	3.35	3.85
D-21 & 22	2.50	2.65	2.85	3.05	3.50
D-20 & 23	2.85	3.05	3.50
D-100	2.50	2.65	2.85	3.05	3.50
120	3.15	3.25	3.40	3.60	4.00
D-115 & 15	3.80	3.90	4.05	4.20	4.65

SAWS—One Man—

	Simonds	Disston	Royal	Chinook C.O.	Chinook C.O.
3½ ft.	8.85	\$3.50	6 ft.	\$9.60	5½ \$5.75
4 ft.	8.85	4.00	6½	10.80	6 6.50
4½ ft.	4.80	4.50	7	12.00	6½ 7.80
5 ft.	4.80	5.00	7½	13.25	7 8.15
					7½ 9.50

Simonds Felling same price as Royal Chinook C. O.

Atkins No. 400 and 401—

28 in.	.....	\$6.35	22 in.	.....	4.85
26 in.	.....	5.50	20 in.	.....	4.40
24 in.	.....	5.20	18 in.	.....	4.15

Atkins No. 68 and 69—

28 in.	.....	\$3.60	22 in.	.....	2.70
26 in.	.....	3.15	20 in.	.....	2.50
24 in.	.....	2.90	18 in.	.....	2.20

Atkins No. 58-51 and 65—

28 in.	.....	\$3.80	22 in.	.....	2.60
26 in.	.....	2.90	20 in.	.....	2.40
24 in.	.....	2.75	18 in.	.....	2.10

Atkins No. 64—

28 in.	.....	\$4.00	22 in.	.....	3.00
26 in.	.....	3.50	20 in.	.....	2.70
24 in.	.....	3.30	18 in.	.....	2.40

Atkins No. 66 and 67—

28 in.	.....	\$3.60	22 in.	.....	2.65
26 in.	.....	3.15	20 in.	.....	2.50
24 in.	.....	2.90	18 in.	.....	2.20

Atkins No. 70—

28 in.	.....	\$2.85	22 in.	.....	2.10
26 in.	.....	2.40	20 in.	.....	1.95
24 in.	.....	2.20	18 in.	.....	1.75

SAWS—Continued.

Hand—					
No. 5 Simonds, No. 12 Disston or No. 69 Atkins.		No. 10 Simonds or No. 7 Disston.			
20-inch	.....	\$2.65	16-inch	.....	\$1.80
22-inch	.....	3.00	18-inch	.....	1.90
24-inch	.....	3.50	20-inch	.....	2.25
26-inch	.....	3.85	22-inch	.....	2.50
28-inch	.....	4.25	24-inch	.....	2.65
30-inch	.....	4.75	26-inch	.....	2.75
No. 8 Simonds, No. D8 Disston or No. 51 Atkins.		No. 4 Simonds or No. 120 Disston.			
20-inch	.....	\$2.50	26-inch	.....	\$4.00
22-inch	.....	2.75	28-inch	.....	4.25
24-inch	.....	2.85	No. 112 Disston.		
26-inch	.....	3.00	26-inch	.....	\$3.25
28-inch	.....	3.50	28-inch	.....	3.50
30-inch	.....	3.75	Butcher No. 10, 16 in. 1.25		
No. D100 or No. D20 Disston.		18 in. 1.85			
26-inch	.....	\$3.25	20 in. 1.50		
28-inch	.....	3.50	22 in. 1.65		
Back 12 in.	.....	2.25	Kitchen No. 2, 12 in. .45		
Back 14 in.	.....	2.50	14 in. .... .50		
Back 16 in.	.....	2.75	16 in. .... .55		
Back 18 in.	.....	3.00	Mitre 24 in. 3.50		
Back 20 in.	.....	3.25	26 in. 3.75		
Back 22 in.	.....	3.50	28 in. 4.25		
Compass No. 2, 10 in. .60		30 in. 5.00			
12 in.	.....	.65	Nest Complete No. 8. 1.50		
14 in.	.....	.70			
16 in.	.....	.75			
Buck—					
Com Spl Brace V tooth			1.00		
Com DbI Brace V tooth			1.50		
Com DbI Brace Tuttle tooth			1.75		
SAW CLAMPS—Stearns. 8. \$1.75; 0, \$1.00; 105, \$2.50;					
200, \$1.50; Went, 2, \$2.50; Perfection, \$1.00; No. 10,					
\$1.50; N83, \$2.00; No. 11 with guide, \$3.25.					

Back—		
Com Sgl Brace V tooth	.....	1.00
Com Dbl Brace V tooth	.....	1.50
Com Dbl Brace Tuttle tooth	.....	1.75
SAW CLAMPS—Stearns, 3		
200	\$1.50; Went, 2	\$2.50; Perfection, \$1.00; No. 10, \$1.50; N33, \$2.00; No. 11 with guide, \$3.25.
SAW SETS—		
201 G. & P.	.....	\$1.00
Spec. Morrill	.....	1.10
105 Morrill	.....	.60
1 Morrill	.....	1.00
10 Morrill	.....	1.00
77	.....	.60

X Out—		
Morrill No. 8	.....	\$1.85
Baker No. 3	.....	2.25

SAW TOOLS—		Morin No. 3	1.00
Clipper Outfit	\$.75	Setting Tool Diaison	
Morin Raker Gauge		No. 100	.65
No. 1	1.00	No. 4 Setting Blocks	
No. 6	1.35	No. 4 Blocks, Morin.	
No. 9	1.50	Setting No. 100	.40
Atkins Raker Swage	.40	Swages, Whittings.	1.00
5-M Tooth Gauge	.15	Atkins Rex	1.00
Jointers Pikes Perf.	.60	Atkins Excelsior	.75

Colonial 1.25
7 Taintor 1.10
28 Triumph 1.25
Hammer .85
Lever .25

Morin No. 2	.....	2.25
Morin No. 2½	.....	2.75
Morin No. 3	.....	1.00
Setting Tool Disston—		
No. 100	.....	.65
No. 4 Setting Blocks—		
No. 4 Blocks, Morin	.....	1.00
Swages No. 0 Disst.	.....	4.50
Swages, Whitings	.....	1.00
Atkins Rex	.....	1.00
Atkins Excelsior	.....	.75

SCREEN (See Cloth)

SCREWS—Iron Bench—		
¾	.....	\$1.00
1	.....	1.00
1½	.....	1.25

Wood Hand—		
6 inch	.....	\$ .45
8 inch	.....	.65
10 inch	.....	.85
12 inch	.....	.95
Jorgensen—		
No. 0	.....	\$1.15
No. 1	.....	1.25
No. 2	.....	1.50

SCREWS—Wood—		
Flat Hd. Brt.—Small Quant.		
5c Dozen to \$1.00 List		
10c Dozen to 2.00 List		
15c Dozen to 3.00 List		
20c Dozen to 4.00 List		
25c Dozen to 5.00 List		
30c Dozen to 6.00 List		
35c Dozen to 7.00 List		

Contr. Broken Full Pkg.		
FH Brt	.....	50%
FH Bl	.....	50%
RH Bl	.....	50%
RH Nic	.....	40%
FH Gal	.....	30%
FH Bra	.....	20%
RH Bra	.....	20%

Lag	.....	Contr's. by doz.
Cap V thread	.....	list Plus 25%
Cap SAE	.....	list Plus 25%
Set	.....	list Plus 25%
Machine Iron 30% list	.....	list Plus 25%
Machine Brass	.....	list Plus 20%
Nuts for Machine Screws—Iron, add 20% to List Price;		
Brass, 40% to List Price.		
Bench—Iron—1-inch, \$1.00; 1½-inch, \$1.25; 1¾-in.		
\$1.50; 1½-inch, \$2.25. Wood—2-inch, \$1.25.		
SCREW DRIVERS—Yankee—80, \$2.00; 81, \$2.75; 85,		
\$1.50; 130, \$2.25; 131, \$2.90.		

RETAIL SELLING PRICES—Continued

STEEL GOODS—

Hay Forks.	Jr. Header Forks.	Coke Forks.	Warren.	Scythes.	SB14	.90
84½B	J0184	710	Hoes.	Bush & Weed	SB16	1.00
85B	J0184½	712	W7	Dutchman		
084	J0185	714	W7½	Clippers	Malleable Rakes.	
084½	Header Forks.	Shavings Forks.	W8	Smith's Hoes.	12BOM	.60
084B	R0144½	306L	Ladies'.	50A	14BOM	.65
084½B	R0154	Fish Forks.	LY5	Nursery.	Lawn Rakes.	
085B	R0154½	IF	Riveted.	No. 7	24	.75
085B	R0155	Stone.	RA	German.	Wood	.50
044½B	A0184½	HH4	Socket.	GE2-0	914	Asphalt.
045B	Ensilage Forks.	99R	G078	Planter's Eye.		2.50
C04½	508	Potato Hooks.	G078X	AES	Turf.	
C05	Chaff Forks.	4BHFM		AES	Edger	\$1.00
Barley Forks.	C1717L	4BHD	Beebe.	Mortar.	Dandelion.	
B0185	Spading Forks.	5GNR	BB6	9	Spuds	.80
B0505	2.85	5GNR	BB6½	S10	Dock Cutter.	\$1.35
Manure Forks.	OL4	5CP	Weed.	M210	Floral Seta.	
44½	OLD	5MP	1P	M29	1	.50
044½	OLDX	Hoedown.	2P		2	.55
4D	OLDX	40HD	4P	Invincible.	8PF	1.85
04D	05H4	Hoes—Planter Eye.	6P	19C5	4PSF	2.50
44½X	05HD	SE3	2PF	Rakes—Bow.	Floral Shovels.	
4DX	Potato Forks.	SE5		B11	FSD	.80
054½	P064	Scuffle.	A	B13	Floral Hoes.	.65
05D	P06D	FFD	Acme.	B15	TY4	
064½	Sluice Forks.	XGS	DE3	Steel.	Floral Rakes.	.45
06D	208	BS	Snathes.	100	GR6	
Header Forks.	210	A1	50	120	Clam Rakes.	
08144½	212	Garden Hoes.	100	14C	112C	8.25
08154½	Stone Forks.	G78X	50	16C		
08155	99R	G78	100	SB12		

POINTS & CHUCKS—

For 80 and 81.....	.75	8-inch.....	.95
For 85.....	.50	10-inch.....	1.10
Nos. 11 and 15, 2-in.....	.55	No. 75.....	8.25
8-inch.....	.60	No. 60.....	1.00
4-inch.....	.65	No. 80.....	.85
5-inch.....	.75	No. 81.....	.95
6-inch.....	.85		

SCREW DRIVERS—G. & P.—367—1¼, 35c; 3, 40c; 4, 45c.

SHEATHING (See Paper)

SHIELDS—

Diamond—Expansion	¾, each.....	.20	Diamond—Lead	¾x¾, each.....	.04
8-16, each.....	.05		¾x¾, each.....	.04	
¾, each.....	.06		3-16x1 each.....	.04	
5-16, each.....	.07		¾x¾ each.....	.06	
¾, each.....	.08		¾x1 each.....	.06	
¾, each.....	.12		5-16x1 each.....	.07	
¾, each.....	.15				

SHINGLES—Tin, 5x7, \$2.50.

SHOVELS—

Chester.....	\$1.50	Gen. Maynard.....	2.25
Piqua.....	1.75	Maynard Pat.....	2.25
Tremont.....	1.75	Alki.....	1.50
Nor. King.....	1.75	Rainier.....	1.50
Sterling.....	1.85	Pacific.....	1.60
Stuart.....	2.00	Queen City.....	1.75
Holley.....	2.00	Occident.....	1.75
Hartford.....	2.00	Olympic.....	1.75

Snow—

No. 30.....	\$1.15	11D.....	.65
No. 20.....	1.00	33WD.....	1.85
No. 11.....	.60	038WD.....	1.25

SHOT—Drop, 25c lb.; Buck, 25c; Chilled, 25c; Air Rifle, 1-lb. bags, 25c; Tubes ¼-lb., 10c; 2 for 25c.

SHOES—Horse—Light, extra light or snow. All sizes, 10c lb. Mule—No. 00 & 0, 12c lb.; 1, 1¼c; 2 & larger, 11c.

Oast Sleigh—Flat, 9c lb.; Concave or Convex, 10c lb.

ASSES' SKIN—25, 45c; 50c, 65c; 75, 85c; 100, \$1.00.

SMOOTH-ON—60c lb.

SNIPS—

Straight 7.....	\$2.75	Straight 100.....	2.00
Straight 8.....	2.20	Circular 6½ CB.....	\$4.75
Straight 9.....	2.10	Circular 7 CB.....	8.85
Straight 10.....	1.85	Circular 8 CB.....	8.25
Straight 11.....	1.50	Circular 9 CB.....	2.75
Straight 12.....	1.20	Circular 10 CB.....	2.50
Straight 18.....	8.00	Circular 11 CB.....	2.20
Straight 19.....	2.25	Circular 12 CB.....	1.85

SOLDER—¾x¼, 50c lb.

SPRAY PUMPS—Faultless, Tin, each, 60c; Barnes No. 254, \$4.50; Barnes No. 276, \$7.00.

STEEL SQUARES—Nichols—

Framing, N.P. 100A.....	\$4.00	Oxidized Cop. 100A.....	8.00
Framing, N.P. 100.....	8.75	Oxidized Cop. 100.....	2.75
Framing, Pol. 100A.....	2.50	Royal Cop. 100A.....	8.00
Framing, Pol. 100.....	2.25	Royal Cop. 100.....	2.75
Standard Makes—Eagle, Sargent, R. & E. Etc.—			
No. 100 Polished.....	\$2.25	No. 14 Polished.....	1.50
No. 100 Blued.....	2.50	No. 3 Polished.....	1.75
Add 75c for Take-Down Squares to above price.			
Goodell's No. 66 12 inch Combination Square.....	\$1.25		
Starrett's No. 28 12 inch Combination Square.....	1.50		

SQUARES—Try—

No. 20—8 inch.....	.85	No. 20—9 inch.....	.75
No. 20—4½ inch.....	.40	No. 20—10 inch.....	.85
No. 20—6 inch.....	.50	No. 20—12 inch.....	1.00
No. 20—7½ inch.....	.60		

STAPLES—Netting, Galv., 15c lb.; Barbed Wire, Polished, 7½c.

STARRETT'S TOOLS—"Shop" or "Retail"—

Micrometers, 40% above list.	
Caliper Rules, 40% above list.	
Thickness Gauges, 40% above list.	
Steel Tables, 40% above list.	
All other items, 25% above list.	
G. & P. GOODS—Hack Saw Frames—	
69. \$1.75 69B. \$1.50 247. \$2.00 5. \$.50 14. \$2.00	

STEEL—Mild, base, 7c; Tool, 20c; Drill, Com., 20c.

STONES—CARBORUNDUM—

No. 76.....	.25	No. 128.....	.75
No. 107.....	1.15	No. 124.....	.65
No. 108.....	1.50	No. 180.....	.50
No. 109.....	1.00	No. 181.....	.50
No. 110.....	1.25	No. 142.....	.50
No. 111.....	.75	No. 143.....	.50
No. 112.....	.60	No. 144.....	.50
No. 118.....	.60	No. 145.....	.80
No. 115.....	\$1.25	No. 146.....	.80
No. 116.....	1.25	No. 147.....	.80
No. 117.....	1.25	No. 149.....	.15
No. 118.....	1.00	No. 180.....	.65
No. 119.....	1.00	No. 184.....	.60
No. 120.....	1.00	No. 196.....	.40
No. 121.....	.75	No. 292.....	.85
No. 122.....	.75		

STOVES—Common Air-Tights—

No. 16 Unlined.....	\$2.25	No. 22 Lined.....	\$4.50
No. 18 Unlined.....	8.00	No. 24 Lined.....	5.00
No. 20 Lined.....	4.00	No. 26 Lined.....	6.00

STRETCHERS—Wire—Elwood, \$1.25; Star (No. 482), \$1.75; Giant (Tackle Bk), \$2.50.

STOCKS & DIES—

Green River List plus 25%.....		Common No. 1 pipe.....	\$7.75
Little Giant, List plus 25%.....		No. 2.....	9.90
Armstrong No. 1 pipe.....	\$5.65	Stocks Only—	
No. 2.....	7.80	Common No. 1 pipe.....	2.50
No. 2½.....	8.50	No. 2.....	4.25
No. 3, 1¼ to 2.....	18.00	Armstrong No. 2.....	3.50
No. 3, 1 to 2.....	15.60	No. 8.....	5.50
Dies—Solid pipe only 40% off. Armstrong Dies only 20% off. Solid Pipe Dies only, 85% off.			

STOP AND WASTE—

Rough Brass, Iron Pipe Threads No. 10 T-Handle or No. 20 Lever Handle—			
¼ inch.....	\$1.25	¾ inch.....	2.00
¾ inch.....	1.75	1 inch.....	3.00
No. 30 High Grade "Cap" Pattern T or Lever Handle— Rough Brass, Iron Pipe Threads			
¼ inch.....	\$1.50	¾ inch.....	2.50
¾ inch.....	2.10	1 inch.....	3.75
STRIP—Weather—Rubber, ¼-in. 8c per ft; ½-in. 4c ft.			

RETAIL SELLING PRICES—Continued

SUPPORTS—Wagon Tongue—							
No. in.	Price	No. in.	Price	No. in.	Price	No. in.	Price
1	1.50	2	2.00	3	2.75		
SWEEPERS—Carpet—							
Universal	\$3.75	American Queen	5.00				
Grand Rap. Jap.	4.00	Club	8.50				
Grand Rap. N. P.	4.50	Parlor Queen	5.50				
TAPS—Machine Hand—							
1-16 to 15-64	30%	1 1-16 to 2	20%				
1/4 to 1	30%	Stove Bolt—					
1 1-16 to 2	30%	8-16	30%				
Left Hnd Dbl list plus 20%		1/4 to 1/2	25%				
Machine Screw—		Pipe—					
1 1/4 to 12	35%	1/4 to 2	40%				
1 1/4 to 24	35%	2 1/4 to 3	80%				
Machine Nut—		3 1/4 to 4	20%				
8-16 to 1	30%						
TACKS—Bulk—							
Wire 8 ounce, per lb.	\$.35						
Wire 4 ounce and larger, per lb.	.35						
Blue Double Point, 9 to 12	.35						
Blue Upholster 2 to 3 ounce, per lb.	.35						
Blue Upholster 4 ounce and larger, per lb.	.35						
Galvanized Upholster 4 ounce and larger, per lb.	.40						
Bill Posters 4 ounce and larger, per lb.	.30						
In Packages—							
Blue or Tind.		8 oz. and larger 1/4 lb.	.05				
Dbl. Point 1/4 lb.	.05	8 oz. and larger 1/4 lb.	.10				
Wire 1/4 lb.	.05	Gimp					
Wire 1/4 lb.	.10	1 to 8 oz. 1/4 lb.	.10				
Blue Out		4 oz. and larger 1/4 lb.	.05				
1 1/4 to 2 1/2 oz. 1/4 lb.	.10	4 oz. and larger 1/4 lb.	.10				
TENTS—							
Size		6-oz.	10-oz.	Poles			
7x7	\$ 9.60	\$11.20	\$1.60				
7x9	10.40	12.25	1.60				
9x9	13.15	15.35	1.60				
9 1/2 x 12	18.50	18.05	2.00				
12x14	20.75	24.25	2.35				
12x18	25.80	29.95	2.70				
14x16	27.25	30.95	2.30				
14x20	33.85	39.80	2.60				
16x18	37.15	43.70	2.90				
16x20	40.90	47.75	3.90				
16x24	46.00	54.35	4.20				
16x20	56.40	65.30	4.50				
A or Wedge—							
5x7, 8 oz.	\$6.00	5x7, 10 oz.	\$6.95				
7x7, 8 oz.	7.55	7x7, 10 oz.	8.80				
7x9, 8 oz.	9.05	7x9, 10 oz.	10.60				
Fly—1/2 price of tent. Pins, 8c each.							
TEES—Stove Pipe—Cylinder—							
Asbestos 6 inch—		Adjustable 6 inch—					
6x4, each	\$.90	4 to 8	.65				
6x6, each	1.25	6 to 12	.75				
6x8, each	1.65	Adjustable 7 inch—					
6x6, each	1.75	6 to 12	.85				
THIMBLES—Asbestos—Each, 6x4, 90c; 6x6, \$1.25; 6x8, \$1.65; 8x6, \$1.75. Adj. Stove Pipe—4 to 8, 50c; 6 to 12, 75c.							
THIMBLES—Flue—6 in., 10c; 7 in., 10c.							
THICKNESS GUAGES—40% above list price.							
TIN—Common Roofing—40c per sheet.							
TONGS—Vulcan Chain—\$1, \$2.50; \$3, \$5.00; \$3, \$7.00; \$3 1/2, \$9.00; \$4, \$11.00.							
TORCHES—O & L—No. \$1, \$6.50; No. \$2, \$6.75; No. \$3, \$6.00; No. \$7, \$5.50; No. \$7, \$7.25; No. \$2, \$2.00.							
TRAPS—							
	Each	Dos.	Each	Dos.			
No. 0	\$.20	\$1.50	\$.85	\$3.30			
No. 1	.25	1.80	.40	8.85			
No. 1 1/2	.30	2.65	.50	5.80			
No. 2	.40	3.75	.85	8.50			
No. 3	.50	5.00	1.15	11.50			
No. 4	.65	5.85	1.25	18.50			
No. 4			7.50	81.00			
No. 6			18.75	204.00			
	Each	Dos.					
No. 0	.20	2.00					
No. 1	.30	2.75					
No. 1 1/2	.40	3.75					
No. 2	.50	5.00					
TROUGH—							
Eaves—		5 inch, per dos.	.35				
4 in.	\$.13 1/2	6 inch, per dos.	.40				
5 in.	.15	End Caps—					
6 in.	.18	4 in.	\$.15				
Mitres—		5 in.	.20				
4 in.	.45	6 in.	.35				
5 inch.	.50	End Pc. Comp.—					
6 in.	.60	4 in.	\$.25				
Hangers—Wire—		5 in.	.30				
4 inch, per dos.	\$.30	6 in.	.35				
TROWELS—Rose Brick, Wood Hdl.—10 1/2, \$1.65; 11, \$1.65; 11 1/2, \$1.65; 12, \$1.65. Marshalltown Lea.—10 1/2, \$2.00; 11, \$2.00; 11 1/2, \$2.00; 12, \$2.00. Plastering—11, \$2.50; 11 1/2, \$2.50; 12, \$2.50.							
TUBS—Galvanized—Common, 0, \$1.25; 1, \$1.50; 2, \$1.65; 3, \$1.85; 12, \$1.75; 13, \$2.00. Ex. Heavy—100s, \$2.25; 200s, \$2.50; 300s, \$2.75.							

TURNS—Cupboard—Brass Plated—Small, 20c; large, 25c.

TWINE—Sacking—1/4 lb. hank, 20c.

TWINE—Cotton, 2 oz. balls, 10c each; Cones, 60c lb. Flax 18BC, 1/4 lb. balls, 25c each; 18BB, 1/4 lb. balls, 15c each; 18BC, 1/4 lb. balls, 80c each. Spring, No. 4 1/2, 1/4 lb. balls, 20c each; 1-lb. balls, 35c each. Sail—1/4 lb. hank, 15c each; 1/2 lb. hank, 30c each. Seine—60 to 42, 75c lb.; larger, 75c lb. Marlin—40c lb. Cotton Wicking—1 1/4 to 1 lb., 5c each; 8 to 1 lb., 10c each.

TAPES—

Starrett	Lufkin	Starrett	Lufkin
No. 510, 25-ft.	260 \$3.85		550 3.00
No. 510, 50-ft.	268 4.85		553 3.75
No. 510, 75-ft.	265 6.15		555 4.75
No. 510, 100-ft.	266 7.75		555 6.00
No. 505, 25-ft.	240 4.00		100 4.00
No. 505, 50-ft.	242 4.00		103 5.00
No. 505, 75-ft.	245 5.25		105 6.25
No. 505, 100-ft.	246 6.75		1260 2.60
			1263 4.50
			1265 5.75

VALLEY—Tin—4-in., 6c ft.; 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.

VALVES—

Standard Globe and Angle Valves—	Standard Gate Valves—
1/4	1/4
1/2	1/2
3/4	3/4
1	1
1 1/2	1 1/2
2	2
1/4	\$1.45
1/2	1.45
3/4	1.45
1	1.65
1 1/2	2.05
2	2.80
1 1/2	3.70
2	5.00
2	7.30

VISES—Solid Box—

85 lb.	\$12.50	65 lb.	17.50	90 lb.	25.00
40 lb.	18.15	70 lb.	18.75	95 lb.	26.25
45 lb.	18.75	75 lb.	20.00	100 lb.	27.50
50 lb.	14.40	80 lb.	21.90	125 lb.	35.65
55 lb.	15.00	85 lb.	23.15	150 lb.	48.60
60 lb.	16.25				

WATCHES—

Yankee	\$1.35	Junior	2.75
Triumph	1.50	Midjet	2.75
Eclipse	2.00	Radcliffe	2.50
WASHERS—Out—3-16, 25c lb.; 1/4, 22c; 5-16, 20c; Malleable, 18c; Cast, 6c; 8-8, 17c; 1/4, 14c; 3/4, 14c.			
WEANERS—Calf—Shaws No. 1, 50c; No. 2, 65c. Hoosier No. 11, 75c; No. 12, 85c.			
WASTE—No. 1 White, 25c lb.; No. 2, 23c; No. 2 Colored, 20c lb.			

WAX—Floor, 60c.

WEDGES—Truckee-Alki, lb., 15c; Oregon-Atha, 25c; Cedar-Atha, 25c; Cedar-Alki, 15c; Falling, 27c; Saw, 19c.

WEIGHTS—Sash—8 lbs. and over, 4c lb. Eveners or Balances—1/4, 7c lb.

WIRE—Plain Fence—

Black—Nos. 6 to 16, 5 to 24-lb., lots.	\$.08
Galvanized—Nos. 6 to 16, 5 to 24-lb., lots.	.10
Black, 1 to 5-lb.	.10
Galv., 1 to 5-lb.	.12
Barbed Fence—	
Glidden Ptd, \$6.30; Glidden Galv., \$7.00; Baker Ptd, \$6.55; Baker Galv., \$7.25; Waukeganito Galv., \$8.00; Am. Spcl Galv., 80 rd spls, ea., \$4.45; Glidden 80 rd spls, \$5.90; Baling Wire—14 Ga., Full Coils, \$6.55 100 lbs.; 15 Ga., \$6.65; 16 Ga., \$6.75.	
Broken Coils—1 to 24-lb. add 3c lb.; 25 to 50-lb. add 2c lb.; 50 to 100-lb. add 1 c lb.	
Bale Ties—9 1/2 ft., 15 Ga., per bundle of 250, \$2.25	

WOOL—Steel—1-lb. rolls—0, 85c; 1, 75c. Wheels—Grinding Discount 40%.

WHEELBARROWS—

Ajax	\$ 5.25	No. 5 Tubular	14.50
Scioto	5.75	Garden K&J No. 1	6.00
Pan. Amer.	10.50	No. 8	8.00
K&G Concrete	18.50	No. 4	8.00
Sterling	18.00	No. 5	10.00
AX Tubular	10.00	Extra Wheels—13A	2.50
No. 4 Tubular	12.00		

WRENCHES—

	Agri.	Coe	PS&W
6 in.	\$.60	\$1.85	\$1.25
8 in.	.75	1.75	1.50
10 in.	.90	2.00	1.75
12 in.	1.10	2.25	2.00
15 in.	1.40	3.00	2.75
18 in.		3.75	3.50
21 in.		4.50	4.25
Crescent—			
4 in.	\$1.00	10 in.	1.40
6 in.	1.00	14 in.	1.95
8 in.	1.25	18 in.	2.75
10 in.	1.50	24 in.	4.00
12 in.	1.75	36 in.	7.40
15 in.	2.25	48 in.	11.00
Stilson & Trimo—		Crescent Double End—	
6 in.	\$1.10	6-8	\$1.75
8 in.	1.25	8-10	\$2.00

Parts for Trimo & Stilson 85% Discount.

ZINC—Full Sheets. 40c lb.; less than Sheets, 50c lb.

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Romort Mfg. Co., Seattle, Wash.

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James Swan Co., Seymour, Conn.
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Peck, Stow & Wilcox Mfg. Co., South-
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Century Plainfield Tire Co., Plainfield, N. J.

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Curtis Pneu. Machinery Co., St. Louis, Missouri.

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Eclipse Mfg. Co., Indianapolis, Ind.
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Frank Mossberg Co., Attleboro, Mass.

Motor Car Supply Co., Chicago, Ill.

Mound Tool Co., St. Louis, Mo.

Pacific Hdw. & Steel Co., San Francisco, Cal.

Romort Mfg. Co., Seattle, Wash.

Rubber Insulated Metals Corp., Plainfield, N. J.

L. C. Ryan & Sons, Pacific Grove, Cal.

R. F. Sedgley, Philadelphia, Pa.

Stanley Works, New Britain, Conn.

Staybestos Mfg. Co., Germantown, Pa.

Spring Leaf Lubricator Co., Ann Arbor, Mich.

Strevel-Paterson Hardware Co., Salt Lake City, Utah.

Salt Lake Hardware Co., Salt Lake City, Utah.

Simmons Hdw. Co., St. Louis, Mo.

Union Hdw. & Metal Co., Los Angeles, Cal.

U. S. Tire Co., New York, N. Y.

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Whiton Hardware Co., Seattle, Wash.

Weed Chain Tire Grip Co., New York.

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Tiona Oil Co., Binghamton, N. Y.

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United States Steel Products Co., San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.

BARN DOOR HANGERS

Hunt, Helm, Ferris & Co., Harvard, Illinois.
Lane Bros. Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Pittsburgh, Pa.
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BITS

Buffum Tool Co., Louisiana, Mo.
Lebanon Machine Co., Lebanon, N. H.
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ington, Conn. and Cleveland, Ohio.
Progressive Mfg. Co., Torrington, Ct.

BLACKSMITHS' SUPPLIES

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Buffalo Forge Co., Buffalo, N. Y.

BLASTING POWDER

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Hercules Powder Co., Wilmington, Del.

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Joseph Dixon Crucible Co., Jersey City, N. J.

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Rommer Bros., Brooklyn, N. Y.
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Shelby Spring Hinge Co., Shelby, O.
The Stanley Works, New Britain, Ct.

BOX OPENERS

Bridgeport Hdw. Mfg. Co., Bridgeport, Conn.

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P. & F. Corbin, New Britain, Conn.
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Clayton & Lambert Mfg. Co., Detroit, Michigan.
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BUILDERS' HARDWARE

Hammond Lumber Co., Los Angeles, Cal.
Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.
Russell & Erwin Mfg. Co., New Britain, Conn.

BUTTS

P. & F. Corbin, New Britain, Conn.
The Chicago Spring Butt Co., Chicago.
Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.

CANS AND SPECIALTIES

Stuber & Kuck, Peoria, Ill.

CAPS, BLASTING

Giant Powder Co., San Francisco, Cal.
Hercules Powder Co., Wilmington, Del.

CARBORUNDUM

Carborundum Co., Niagara Falls, N. Y.

CASH REGISTERS

National Cash Register Co., Dayton, O.

CASTERS

Faultless Caster Co., Evansville, Ind.
Universal Caster & Foundry Co., New-
ark, N. J.

CATCHES—Transom

P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.

CEILING PLATES

Beaton & Corbin Mfg. Co., South-
ington, Conn.

CELLAR WINDOW SETS

Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.

CHAIN

American Chain Co., Bridgeport, Conn.
Shelby Spring Hinge Co., Shelby, O.

CHAIR TIPS

Elastic Tip Co., Boston, Mass.
Henry Peabody & Co., New York.

CHEMICAL ENGINES

O. J. Childs Co., Utica, N. Y.

CHERRY SEEDERS

Enterprise Mfg. Co., Philadelphia, Pa.

CHISELS

Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.

CLIPPERS

H. K. Porter, Everett, Mass.

CLOCKS

New Haven Clock Co., New Haven, Conn.

COAT AND HAT HOOKS

Atlas Mfg. Co., New Haven, Conn.
Shelby Spring Hinge Co., Shelby, O.

CONCRETE MIXERS

Lansing Wheelbarrow Co., San Francisco, Cal.

CONDUCTOR ELBOWS

Ferdinand Dieckmann Co., Cincinnati, Ohio.

COPPER GASKETS

Beaton & Cadwell Mfg. Co., New Britain, Conn.

CORDAGE

Columbian Rope Co., Auburn, N. Y.
Portland Cordage Co., Portland, Ore.
Samson Cordage Works, Boston, Mass.

CURRY COMBS

New York Stamping Co., Brooklyn.

WHERE TO BUY—Continued

CUTLERY

Honeyman Hardware Co., Portland, Or.
International Silver Co., Meriden, Ct.
Jacobs Bros. Co., Inc., New York.
Ontario Knife Co., Franklinville, N. Y.
Simmons Hardware Co., St. Louis, Mo.
Salt Lake Hardware Co., Salt Lake City, Utah.
Schwabacher Hardware Co., Seattle, Wash.
Strevell-Paterson Hardware Co., Salt Lake City, Utah.

DIES

Greenfield Tap and Die Corporation, Greenfield, Mass.

DOOR HANGERS

Hunt, Helm, Ferris & Co., Harvard, Ill.
Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Safety Door Hanger Co., Ashland, O.
Stanley Works, New Britain, Conn.
Wagner Mfg. Co., Cedar Falls, Iowa.

DOOR LATCHES

Lane Bros. Co., Poughkeepsie, N. Y.
The Stanley Works, New Britain, Ct.

DOOR PULLS

Bommer Brothers, Brooklyn, N. Y.

DOOR SPRINGS

Chicago Spring Butt Co., Chicago, Ill.

DRAG SAWS

R. M. Wade & Co., Portland, Ore.

DRINKING FOUNTAINS

Buffum Tool Co., Louisiana, Mo.
M. L. Kline, Portland, Ore.

DRILLS

Buffalo Forge Co., Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DUMBWAITERS

Sedgwick Machine Works, New York.

DUSTERS

Lee Broom & Duster Co., Lincoln, Neb.

DYNAMITE

Dupont Powder Co., Wilmington, Del.
Giant Powder Co., San Francisco, Cal.
Hercules Powder Co., Wilmington, Del.

ELECTRICAL SUPPLIES

Pacific Hardware & Steel Co., San Francisco.
Salt Lake Hardware Co., Salt Lake, Utah.
Western Agencies Co., San Francisco, Cal.

ELEVATORS

Sedgwick Machine Works, New York.

ENAMELED WARE

Honeyman Hardware Co., Portland, Or.
Central Stamping Co., New York, N.Y.
New York Stamping Co., Brooklyn, N.Y.
Lalanc & Grosjean Mfg. Co., New York, Chicago and San Francisco.
Salt Lake Hardware Co., Salt Lake City, Utah.
Simmons Hardware Co., St. Louis, Mo.
Strevell-Paterson Hardware Co., Salt Lake City, Utah.

ENGINES

Lansing Wheelbarrow Co., San Francisco, Cal.

ESCUTCHEONS

P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.

FASTENERS—Casement Window

Shelby Spring Hinge Co., Shelby, O.

FAUCETS

Thos. Savill's Sons, Philadelphia, Pa.
Lane Bros. Co., Poughkeepsie, N. Y.

FENCE

United States Steel Products Co., San Francisco, Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.

FILES

Delta File Works, Philadelphia, Pa.
Henry Disston & Sons, Philadelphia.
Nicholson File Co., Providence, R. I.
McCaffrey File Co., Philadelphia, Pa.
Simmons Mfg. Co., Fitchburg, Mass.

FIRE APPARATUS

O. J. Childs Co., Utica, N. Y.

FIREARMS

Colt's Patent Firearms Co., Hartford, Conn.

FIRE POTS

Clayton & Lambert Mfg. Co., Detroit, Michigan.

FITTINGS

Central Foundry Co., New York.
M. L. Kline, Portland, Ore.
Rhode Island Fittings Co., Hillsgrove, R. I.
Stanley G. Flagg & Co., Philadelphia.

FLOOR AND CEILING PLATES

Beaton & Cadwell Mfg. Co., New Britain, Conn.
Beaton & Corbin Mfg. Co., Southington, Conn.

FLOOR HINGES

Standard Mfg. Co., Shelby, Ohio.

FLOOR SLEEVES

Beaton & Cadwell Mfg. Co., New Britain, Conn.

FLOUR SISTERS

Fred J. Meyers Mfg. Co., Hamilton, O.

FOOD CHOPPERS

Enterprise Mfg. Co. of Pa., Philadelphia, Pa.
Maryland.

Russell & Erwin Mfg. Co., New Britain, Conn.
Schlichter Mfg. Co., Hamilton, Ohio.

FORGES

Buffalo Forge Co., Buffalo, N. Y.

FRY PANS

Central Stamping Co., New York, N.Y.
New York Stamping Co., Brooklyn.
Wheeling Corrugating Co., Wheeling, W. Va.

FURNACES

Olter & Procter Stove Co., Peoria, Illinois.
Otto Berns, Newark, N. J.

FURNITURE SLIDES

Universal Caster & Foundry Co., Newark, N. J.

GALVANIZED FITTINGS

Ferninand Dieckmann Co., Cincinnati, Ohio.

GALVANIZED GOODS

Wheeling Corrugating Co., Wheeling, W. Va.

GARAGE EQUIPMENT

Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Hunt, Helm, Ferris & Co., Harvard, Ill.
The Stanley Works, New Britain, Ct.

GARDEN TOOLS

Buffum Tool Co., Louisiana, Mo.
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Union Fork & Hoe Co., Columbus, O.

GAS HEATERS

Hess-Snyder Co., Massillon, O.
Minier Gas Heater Co., South Pasadena, Cal.

GAS RANGES

James Graham Mfg. Co., San Francisco.

GASOLINE TORCHES

Clayton & Lambert Mfg. Co., Detroit, Michigan.
Otto Berns, Newark, N. J.

GRAPHITE

Joseph Dixon Crucible Co., Jersey City, N. J.; San Francisco, Cal.

GRAPHITE PAINT

Joseph Dixon Crucible Co., Jersey City, New Jersey.

GRASS CATCHERS

Excelsior Bag & Mfg. Co., Troy, N. Y.
Philadelphia Lawn Mower Co., Philadelphia, Pa.
Specialty Mfg. Co., St. Anthony Park, Minnesota.

GRINDERS

The Carborundum Co., Niagara Falls, New York.

HAMMERS

Vaughan & Bushnell Mfg. Co., Chicago, Ill.

HANDLES

Buffum Tool Co., Louisiana, Mo.
Ivory Handle Co., Hope, Ark.

HAND FIRE EXTINGUISHERS

O. J. Childs Co., Utica, N. Y.

HAND CARTS

Lansing Wheelbarrow Co., San Francisco, Cal.

HANGING SCALES

Pelouse Mfg. Co., Chicago, Illinois.
Triner Scale Co., Chicago, Ill.

HARDWARE JOBBERS

Baker & Hamilton, San Francisco, Cal.
Dunham, Carrigan & Hayden, San Francisco, Cal.
A. M. Holter Hardware Co., Helena, Montana.
Hammond Lumber Co., Los Angeles.
Honeyman Hardware Co., Portland, Or.
Jensen, King, Byrd Co., Spokane, Wa.
Pacific Hardware & Steel Co., San Francisco, Cal.
Salt Lake Hardware Co., Salt Lake City, Utah.
Simmons Hardware Co., St. Louis, Mo.
Strevell-Paterson Hdw. Co., Salt Lake City, Utah.
Union Hardware & Metal Co., Los Angeles, Cal.
Thomson-Diggs Co., Sacramento, Cal.
Whitton Hardware Co., Seattle, Wash.

HARDWARE SPECIALTIES

Bridgeport Hardware Mfg. Co., Bridgeport, Conn.
Buckeye Aluminum Co., Doylestown, O.
Buffum Tool Co., Louisiana, Mo.
Crescent Tool Co., Jamestown, N. Y.
Delta File Works, Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Excelsior Bag & Mfg. Co., Troy, N. Y.
Fred J. Meyers Mfg. Co., Hamilton, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Lufkin Rule Co., Saginaw, Mich.
New York Stamping Co., Brooklyn, N.Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Salt Lake Hardware Co., Salt Lake City, Utah.
Shelby Spring Hinge Co., Shelby, O.
Simmons Hdw. Co., St. Louis, Mo.
Stanley Works, New Britain, Conn.
Strevell-Paterson Hdw. Co., Salt Lake.
Thomson-Diggs Co., Sacramento, Cal.
McKinney Mfg. Co., Pittsburgh, Pa.

HARNESSE HARDWARE

Covert Mfg. Co., Troy, N. Y.
Salt Lake Hardware Co., Salt Lake City, Utah.

HATCHETS

Simmons Hdw. Co., St. Louis, Mo.

HEATERS

Minier Gas Heater Co., South Pasadena, Cal.

HEEL PLATES

Star Heel Plate Co., Newark, N. J.

HINGES

Bommer Brothers, Brooklyn, N. Y.
P. & F. Corbin, New Britain, Conn.
P. & F. Corbin, New Britain, Conn.
The Chicago Spring Butt Co., Chicago.
Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.
Superior Spring Hinge Co., Chicago and Los Angeles.

HOLLOW HANDLE TOOL KITS

Bridgeport Hdw. Mfg. Co., Bridgeport, Conn.

HOOK AND EXPANSION PLATES

Beaton & Cadwell Mfg. Co., New Britain, Conn.

HORSE SHOES

Phoenix Horse Shoe Co., Chicago, Ill.
United States Steel Products Co., San Francisco, Los Angeles, Portland and Seattle.

HOSE

Boston Woven Hose & Rubber Co., Boston, Mass.
Goodyear Rubber Co., San Francisco.

HOSE COUPLING

Stuber & Kuck, Peoria, Ill.

HOSE MENDERS

Stuber & Kuck, Peoria, Ill.

HOSE REELS

Specialty Mfg. Co., St. Anthony Park, Minnesota.

HOUSEHOLD GOODS

Aluminum Goods Mfg. Co., Manitowoc, Wis.
Baker & Hamilton, San Francisco, Cal.
Central Stamping Co., New York, N. Y.
Corning Glass Works, Corning, N. Y.
Dunham, Carrigan & Hayden, San Francisco, Cal.
Jacobs Bros. Co., Inc., New York.
Jensen, King, Byrd Co., Spokane, Wa.
Lalanc & Grosjean Mfg. Co., New York, Chicago and San Francisco.
Landers, Frary & Clark, New Britain, Connecticut.
Fred J. Meyers Mfg. Co., Hamilton, O.
New York Stamping Co., Brooklyn, N.Y.

WHERE TO BUY—Continued

- Nu-Sink Co., Los Angeles and San Francisco, Cal.
 Ontario Knife Co., Franklinville, N. Y.
 Orona Mfg. Co., Boston, Mass.
 Pacific Hardware & Steel Co., San Francisco, Cal.
 Schlichter Mfg. Co., Hamilton, Ohio.
 Strevell-Paterson Hardware Co., Salt Lake City, Utah.
 Wheeling Corrugating Co., Wheeling, W. Va.
 Whiton Hardware Co., Seattle, Wash.
- ICE CREAM FREEZERS**
 North Bros. Mfg. Co., Philadelphia.
- ICE SCALES**
 Pelouse Mfg. Co., Chicago, Ill.
 Triner Scale Co., Chicago, Ill.
- INTERIOR METAL DECORATIONS**
 Wheeling Corrugating Co., Wheeling, W. Va.
- IRON AND STEEL**
 Pacific Hardware & Steel Co., San Francisco, Cal.
 Salt Lake Hardware Co., Salt Lake City, Utah.
 Strevell-Paterson Hardware Co., Salt Lake City, Utah.
 Thomson-Diggs Co., Sacramento, Cal.
 United States Steel Products Co., San Francisco, Los Angeles, Portland and Seattle.
 Wheeling Corrugating Co., Wheeling, W. Va.
 Whiton Hardware Co., Seattle, Wash.
- JACKS—Carriage, Truck**
 Lane Bros. Co., Poughkeepsie, N. Y.
- JOIST HANGERS**
 Lane Bros. Co., Poughkeepsie, N. Y.
- KICK PLATES**
 Bommer Bros. Co., Brooklyn, N. Y.
 Shelby Spring Hinge Co., Shelby, O.
- KNIVES**
 Ontario Knife Co., Franklinville, N. Y.
- KNOBS—Door**
 P. & F. Corbin, New Britain, Conn.
 Shelby Spring Hinge Co., Shelby, O.
- LAVATORY SPRING HINGES**
 Chicago Spring Butt Co., Chicago, Ill.
- LAWN MOWERS**
 Pacific Hardware & Steel Co., San Francisco, Cal.
 Philadelphia Lawn Mower Co., Philadelphia, Pa.
 Pennsylvania Lawn Mower Co., Philadelphia, Pa.
 Simmons Hdw. Co., St. Louis, Mo.
- LAWN SPRINKLERS**
 Buffum Tool Co., Louisiana, Mo.
 Enterprise Mfg. Co. of Pa., Philadelphia, Pa.
 Stuber & Kuck, Peoria, Ill.
 Thompson Mfg. Co., Los Angeles, Cal.
 Will's Sprinkler Co., Los Angeles, Cal.
- LAWN SWEEPERS**
 Philadelphia Lawn Mower Co., Philadelphia, Pa.
- LENS**
 Osgood Lens & Supply Co., Chicago.
- LEVELS**
 Bridgeport Hardware Mfg. Corp., Bridgeport, Conn.
 Goodell-Fratt Co., Greenfield, Mass.
 Henry Diston & Sons, Philadelphia.
 Stanley Rule & Level Co., New Britain, Conn.
- LINOLEUM**
 Armstrong Cork Co., Lancaster, Pa.
- LOCKS**
 P. & F. Corbin, New Britain, Conn.
 Corbin Cabinet Lock Co., New Britain, Conn.
 Shelby Spring Hinge Co., Shelby, O.
- MALLEABLE FITTINGS**
 Stanley G. Flagg & Co., Philadelphia, Penn.
- MANUFACTURERS' AGENTS**
 Bailey & Drake Co., San Francisco.
 A. H. Coates Co., San Francisco, Cal.
 George E. Dalton, Los Angeles, Cal.
 W. D. Caldwell, San Francisco.
 E. O. Coffin & Co., Salt Lake, Utah.
 Horace Allen, San Francisco.
 S. V. Armstrong, San Francisco.
 Phil Bekeart Co., San Francisco.
 W. F. Boardman & Co., San Francisco, Cal.
 A. L. Conger Co., San Francisco.
- Omer Cox, San Francisco.
 Geo. F. Eberhard Co., San Francisco.
 Ewing-Lewis Co., San Francisco and Los Angeles, Cal.
 Griffith Sales Co., Sheldon Bldg., San Francisco, Cal.
 Edward Knoble & Son, Tacoma, Wash.
 Chas. L. Lewis, 268 Market St., San Francisco, Cal.
 French & Linforth, San Francisco.
 O. W. Gause Co., San Francisco.
 W. H. Gilbert, San Francisco and Los Angeles.
 R. B. Hanna, Los Angeles.
 Haven & Haven, San Francisco, Cal.
 D. L. Herman, Seattle.
 H. A. Heppner & Co., Portland.
 Wm. P. Horn Co., San Francisco.
 M. Howard, San Francisco.
 Hughson & Merton, San Francisco.
 C. N. & F. W. Jones, 708 Equitable Savings Bank Bldg., Los Angeles.
 O. N. & F. W. Jones, San Francisco.
 E. A. Keithley, San Francisco.
 P. O. & A. E. Lowrey, San Francisco.
 O. A. Maydwell & Co., San Francisco.
 Morgan & Allen, San Francisco.
 J. T. McDewitt, San Francisco.
 T. D. McLean Co., Seattle.
 Osgood & Howell, San Francisco.
 Sanford Plummer, San Francisco.
 A. Rannie, San Francisco.
 O. S. Rhea, Berkeley, Cal.
 Jno. T. Rowntree, San Francisco, Portland, Or., Los Angeles, Denver, Colo.
 Rowntree & Wishon, San Francisco.
 A. C. Bulofson, San Francisco and Los Angeles.
 C. P. Rust & Co., San Francisco, Cal.
 O. H. Smith & Bro., Los Angeles.
 T. H. Speddy, San Francisco.
 O. H. Stanyan, San Francisco.
 Eugene C. Saul, San Francisco.
 J. A. Tutthill, Los Angeles, Cal.
 S. F. Wilbur Co., San Francisco, Cal.
 Thomas A. Williams, Salt Lake.
 S. G. Wilson, Los Angeles.
 Fred P. Winchester, San Francisco.
 John J. Wirtner, San Francisco.
 Wright & Lacey, San Francisco.
- MECHANICS' TOOLS**
 Buffum Tool Co., Louisiana, Mo.
 The Keystone Mfg. Co., Buffalo, N. Y.
 The James Swan Co., Seymour, Conn.
- METAL CEILINGS**
 Wheeling Corrugating Co., Wheeling, W. Va.
- METAL LATH**
 Wheeling Corrugating Co., Wheeling, W. Va.
- METAL SHINGLES**
 Wheeling Corrugating Co., Wheeling, W. Va.
- MILLS—Coffee, Spice, Corn**
 Lane Bros. Co., Poughkeepsie, N. Y.
- MITRE BOXES**
 H. C. Marsh Co., Rockford, Ill.
- MITRE MACHINES**
 H. C. Marsh Co., Rockford, Ill.
- MOTOR CARS**
 Bush Motor Co., Chicago, Ill.
- NAIL CLIPS**
 H. O. Cook Co., Ansonia, Conn.
- NAIL SETS**
 James Swan Co., Seymour, Conn.
- NAILS, STAPLES, SPIKES**
 American Steel & Wire Co., Chicago, Ill.; San Francisco and Los Angeles, Cal.; Portland, Ore., and Seattle, Washington.
- OIL STONES**
 The Carborundum Co., Niagara Falls, New York.
- OIL STOVES**
 Ringen Stove Co., St. Louis, Mo.
- PAINTS**
 The Brininstool Co., Los Angeles, Cal.
 Wm. Connors Paint Mfg. Co., Troy, N. Y.
 Joseph Dixon Crucible Co., Jersey City, N. J.
 Montauk Paint Mfg. Co., Brooklyn.
 Pacific Hardware & Steel Co., San Francisco, Cal.
 Simmons Hardware Co., St. Louis, Mo.
 Salt Lake Hardware Co., Salt Lake City, Utah.
 Strevell-Paterson Hardware Co., Salt Lake City, Utah.
 A. Wilhelm Co., Reading, Pa.
- PAINT BRUSHES**
 Rubberset Company, Newark, N. J.
- PEDAL PADS**
 Auto Pedal Pad Co., New York, N. Y.
- PIPE**
 Central Foundry Co., New York.
 Abendroth Bros., Port Chester, N. Y.
 Alabama Pipe & Foundry Co., Anniston, Ala.
 American Enameling Mfg. Corp., New York, N. Y.
 American Foundry & Pipe Co., Penna. Sta., Pa.
 Anniston Foundry Co., Anniston, Ala.
 Bessemer Soil Pipe Co., Bessemer, Ala.
 Campbell Mfg. Co., Gadsden, Ala.
 Casey Hedges Co., Chattanooga, Tenn.
 Charlotte Pipe & Fdy. Co., Charlotte, North Carolina.
 Coosa Pipe & Foundry Co., Birmingham, Ala.
 Crown Pipe & Fdy. Co., Jackson, O.
 Gadsden Pipe Co., Gadsden, Ala.
 Haines, Jones & Caddbury Co., Philadelphia, Pa.
 J. D. Johnson Co., New York, N. Y.
 Krupp Foundry Co., Lansdale, Pa.
 Medina Foundry Co., Medina, N. Y.
 National Foundry Co. of N. Y., Brooklyn, N. Y.
 National Pipe & Foundry Co., Attalla, Ala.
 Reading Foundry & Supply Co., Reading, Pa.
 Salem Brass & Iron Mfg. Co., Salem, New Jersey.
 Sanitary Co. of America, Linfield, Pa.
 Somerville Iron Works, New York.
 Standard Foundry Co., Anniston, Ala.
 Superior Mfg. Co., Bessemer, Ala.
 Union Foundry Co., Anniston, Ala.
 A. Weiskittel & Son Co., Baltimore.
 H. Wetter Mfg. Co., Memphis, Tenn.
- PIPE BENDERS**
 Buffum Tool Co., Louisiana, Mo.
- PIPE FITTINGS**
 Stanley G. Flagg & Co., Philadelphia, Penn.
 Rhode Island Fittings Co., Hillsgrove, Rhode Island.
- PIPE HANGERS**
 Beaton & Cadwell Mfg. Co., New Britain, Conn.
- PIPE HOOKS**
 Berger Bros. Co., Philadelphia, Pa.
- PIPE WRENCHES**
 Peck, Stow & Wilcox Mfg. Co., South- ington, Conn. and Cleveland, Ohio.
 Trimont Mfg. Co., Roxbury, Mass.
- PISTON RINGS**
 Automobile Accessories Co., Baltimore.
- PIVOTS—Ball Bearing**
 Bommer Bros., Brooklyn, N. Y.
- PLANES**
 Stanley Rule & Level Co., New Britain, Conn.
- PLATES—Kick**
 Bommer Bros., Brooklyn, N. Y.
- PLIERS**
 Peck, Stow & Wilcox Mfg. Co., South- ington, Conn. and Cleveland, Ohio.
- PLUMBING SPECIALTIES**
 Armstrong Mfg. Co., Bridgeport, Ct.
 Buffum Tool Co., Louisiana, Mo.
 Otto Berns, Newark, N. J.
 Boston Brass Co., Waltham, Mass.
 Clayton & Lambert Mfg. Co., Detroit, Michigan.
 Crescent Tool Co., Jamestown, N. Y.
 Excelsior Bag & Mfr. Co., Troy, N. Y.
 Hays Mfg. Co., Erie, Penn.
 M. L. Kline, Portland, Ore.
 Nye Tool & Machine Works, Chicago.
 Rhode Island Fittings Co., Hillsgrove, Rhode Island.
 Thos. Savill's Sons, Philadelphia, Pa.
 Trimont Mfg. Co., Roxbury, Mass.
 Turner Brass Works, Syracuse, Ill.
- PRUNING HOOKS**
 Henry Diston & Sons, Philadelphia.
- PRUNING SHEARS**
 Peck, Stow & Wilcox Mfg. Co., South- ington, Conn. and Cleveland, Ohio.
- PUMP VALVES AND PLUNGERS**
 Berger Bros. Co., Philadelphia, Pa.

WHERE TO BUY—Continued

- PUMPS**
Goulds Mfg. Co., Seneca Falls, N. Y.
Groetken Pump Co., Aurora, Ill.
Lansing Wheelbarrow Co., San Francisco, Cal.
Pacific Hardware & Steel Co., San Francisco, Cal.
- PUNCTURE CURE**
Alicemo Mfg. Co., Newark, N. J.
- PUSH PLATES**
Bommer Bros., Brooklyn, N. Y.
P. & F. Corbin, New Britain, Conn.
- RADIATOR VALVES—Key and Wood**
Beaton & Cadwell Mfg. Co., New Britain, Conn.
- RAILWAY CAR MOVERS**
G. D. Rowell & Son, Appleton, Wis.
- RANGES**
Jas. Graham Mfg. Co., San Francisco, California.
Ringen Stove Co., St. Louis, Mo., San Francisco, Cal.
- RAZORS**
Baker & Hamilton, San Francisco, Cal.
Simmons Hdw. Co., St. Louis, Mo.
- RAZOR HONES**
The Carborundum Co., Niagara Falls, New York.
- REAMERS**
Greenfield Tap and Die Corporation, Greenfield, Mass.
- REFRIGERATORS**
Baldwin Refrigerator Co., Burlington, Vermont.
Maine Mfg. Co., Nashua, N. H.
Northern Refrigerator Co., Grand Rapids, Mich.
Simmons Hdw. Co., St. Louis, Mo.
- RIVETS**
Edwin B. Stimpson Co., Brooklyn, N. Y.
- RIVETING MACHINES**
F. H. Smith Mfg. Co., Chicago, Ill.
Wheeling Corrugating Co., Wheeling, W. Va.
- ROASTERS**
Central Stamping Co., Brooklyn, N. Y.
- ROOFING CEMENT**
Wm. Conners Paint Mfg. Co., Troy, New York.
- ROPE**
Columbian Rope Co., Auburn, N. Y.
Portland Cordage Co., Portland and Seattle.
- RULES**
Lufkin Rule Co., Saginaw, Mich.
Stanley Rule & Level Co., New Britain, Conn.
- RUST PROOF**
Parker Rust Proof Co., Los Angeles.
- SAD IRONS**
W. H. Howell Co., Geneva, Ill.
- SASH CORD**
Samson Cordage Works, Boston, Mass.
- SAWS**
Henry Disston & Sons, Philadelphia.
Goodell-Pratt Co., Greenfield, Mass.
Simmons Hdw. Co., St. Louis, Mo.
Simonds Mfg. Co., Fitchburg, Mass., San Francisco and Portland, Ore.
L. S. Starrett Co., Athol, Mass.
Thomson-Diggs Co., Sacramento, Cal.
- SAW SETS**
Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.
- SCALES**
Detroit Automatic Scale Co., Detroit, Mich.
Jacobs Bros. Co., Inc., New York.
Pelouze Mfg. Co., Chicago, Ill.
Triner Scale & Mfg. Co., Chicago.
- SCREW CASES**
American Bolt & Screw Case Co., Dayton, O.
- SCREW DRIVERS**
Buffum Tool Co., Louisiana, Mo.
Bridgeport Hardware Mfg. Corp., Bridgeport, Conn.
Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.
Henry Disston & Sons, Philadelphia.
Goodell-Pratt Co., Greenfield, Mass.
North Bros., Philadelphia, Pa.
The James Swan Co., Seymour, Conn.
Stanley Rule & Level Co., New Britain, Conn.
- SCREEN DOOR SETS**
Bommer Bros., Brooklyn, N. Y.
Chicago Spring Butt Co., Chicago, Ill.
Stanley Works, New Britain, Conn.
- SEEDS**
Aggeler & Musser, Los Angeles, Cal.
- SHARPENING MACHINE**
Hyfield Mfg. Co., New York, N. Y.
- SHAVING BRUSHES**
Rubberst Co., Newark, N. J.
- SHEEP SHEARING MACHINES AND TOOLS**
Chicago Flexible Shaft Co., Chicago.
- SHEETS—Black and Galvanized**
Wheeling Corrugating Co., Wheeling, W. Va.
- SHOTGUN SHELLS**
Peters Cartridge Co., San Francisco and Cincinnati, O.
- SKILLETS**
New York Stamping Co., Brooklyn.
Wheeling Corrugating Co., Wheeling, W. Va.
- SLIDING CASTERS**
Domes of Silence Co., New York, N. Y.
Onward Mfg. Co., Menasha, Wis.
- SLIDING DOOR LATCHES**
Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.
- SNAPS**
Covert Mfg. Co., Troy, N. Y.
- SOLDER**
Wheeling Corrugating Co., Wheeling, W. Va.
- SPARK PLUGS**
Eclipse Mfg. Co., Indianapolis, Ind.
- SPORTING GOODS**
Colt's Patent Firearms Co., Hartford, Conn.
Du Pont Powder Co., Wilmington, Del.
Honeyman Hardware Co., Portland, Or.
Jensen, King, Byrd Co., Spokane, Wa.
Peters Cartridge Co., Cincinnati, O.
Strevell-Peterson Hardware Co., Salt Lake City, Utah.
Whitton Hardware Co., Seattle, Wash.
- SPRING LEAF SPREADER**
Spring Leaf Lubricator Co., Ann Arbor, Mich.
- SPRINKLERS AND HOLDERS**
Beaton & Cadwell Mfg. Co., New Britain, Conn.
- STAMPED STEEL HARDWARE**
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Greenfield Tap and Die Corporation, Greenfield, Mass.
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Hess Snyder Mfg. Co., Massillon, O.
Jas. Graham Mfg. Co., San Francisco.
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Ringen Stove Co., St. Louis, Mo., San Francisco, Cal.
Spokane Stove Repair Works, Spokane, Washington.
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Packham Crimper Co., Mechanicsburg, Ohio.
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Richards-Wilcox Mfg. Co., Aurora, Ill.
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Peck, Stow & Wilcox Mfg. Co., South-
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Lansing Wheelbarrow Co., San Fran-
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Trinont Mfg. Co., Roxbury, Mass.
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Eagle Woodenware Mfg. Co., Hamilton, Ohio.
- WROUGHT STEEL WASHERS**
Stanley Works, New Britain, Conn.
Wrought Washer Mfg. Co., Milwaukee, Wisconsin.

INDEX TO ADVERTISERS

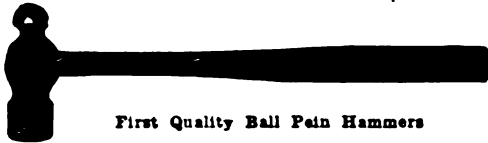
A	Abendroth Bros. 17	F	Farm Tractor Co. 123	Henry W. Peabody Co. 51
Abingdon Trap Co. 56	Faultless Caster Co. 54	Pelouze Mfg. Co. 52		
Aggeler & Musser Seed Co. 57	Stanley G. Flagg & Co. 41	Pennsylvania Lawn Mower Co. 27		
Alabama Pipe & Foundry Co. 17		Peters Cartridge Co. 45		
Aluminum Goods Mfg. Co. 5	G	Philadelphia Lawn Mower Co. 13		
American Bolt & Screw Case Co. 36	Gadsden Pipe Co. 17	Phoenix Horse Shoe Co. 12		
American Chain Co. 109	Giant Powder Co. 19	Pittsburg Steel Co. 136		
Anniston Foundry Co. 17	J. F. Gilson Co. 43	Porter, H. K. 32		
American Foundry & Pipe Co. 17	Goodell-Pratt Co. 16	Portland Cordage Co. 38		
American Enameling Mfg. Corp. 17	Goodyear Rubber Co. 38	Progressive Mfg. Co. 51		
American Steel & Wire Co. 14	Goulds Mfg. Co. 39			
Armstrong Cork Co. 63	Graham Mfg. Co., Jas. 57	R		
Armstrong Mfg. Co. 141	Greenfield Cap & Die Co. 133	Reading Foundry & Supply Co. 17		
Atlas Mfg. Co., The 42	Groetken Pump Co. 123	Rhoue Island Fittings Co. 139		
Automatic Lawn Sprinkler Co. 28	G. & J. Tire Co. 105	Richards, Wilcox Mfg. Co. 35		
Automobile Accessories Co. 112		Ringen Stove Co. 49		
Auto Pedal Pad Co. 118	H	Romort Mfg. Co. 115		
	Haines, Jones & Cadbury Co. 17	G. D. Rowell & Son 43		
B	L. P. Halladay & Co. 117	Royal Mfg. Co. 18		
Baker & Hamilton 58	Hammond Lumber Co. 124	Rubberset Co. 101		
Baldwin Refrigerator Co. 26	J. H. Haney & Co. 119	A. C. Rulofson Co. 98-126		
Beaton & Cadwell Mfg. Co. 141	Hardware Specialties Co. 31	Rubber Insulated Metals Corp. 107		
Beaton & Corbin Mfg. Co. 137	W. H. Howell Co. 123	Russell & Erwin Mfg. Co. 7		
Berger Bros. Co. 50	Hays Mfg. Co. 133	L. C. Ryan & Sons 123		
Bernz, Otto 135	Hess-Snyder Mfg. Co. 53			
Bessemer Soil Pipe Co. 17	A. M. Holter Hdw. Co. 48	S		
Bommer Bros. 37	Honeyman Hardware Co. 49	Safety Door Hanger Co. 41		
Boston Brass Co. 137	Hunt, Helm, Ferris & Co. 10-11	Salem Brass & Iron Mfg. Co. 17		
Boston Woven Hose & Rubber Co. Cover	Hyfield Mfg. Co. 52	Salt Lake Hardware Co. 44		
Bridgeport Hdw. Mfg. Co. 36		Samson Cordage Works 41		
Brier Hill Steel Co. 98	I	Sanitary Co. of America. 17		
The Brininstool Co. 101	International Silver Co. 22	Wm. B. Scaife & Sons 135		
Buckeye Aluminum Co. 64	Irving-Pitt Mfg. Co. 131	Schaw Batcher Co. 56		
Buffalo Forge Co. 39	Ivory Handle Co. 53	Schlichter Mfg. Co. 47		
Buffalo Sled Co. 50		R. F. Sedgley 65		
Buffum Tool Co. Cover	J	Sedgwick Machine Works 57		
	Jacobs Bros. 127	Shelby Spring Hinge Co. 39		
C	Jensen-King-Byrd Co. 56	Shelton Tack Co. 28		
Campbell Mfg. Co. 17	J. D. Johnson Co. 17	Simonds Mfg. Co. 4		
Carborundum Co. 8		Simmons Hardware Co. 32		
Casey-Hedges Co. 17	K	Smith Mfg. Co., F. H. 17		
Central Foundry Co. 17	Keystone Mfg. Co. 141	Somerville Iron Works 139		
Century Plainfield Tire Co. 111-107	M. L. Kline 133	Smooth-On Mfg. Co. 34		
Charlotte Pipe & Foundry Co. 17	Krupp Foundry Co. 17	Specialty Mfg. Co. 39		
Chicago Flexible Shaft Co. 6		Spokane Stove & Furnace Repair Works 48		
Chicago Spring Butt Co. 29	L	Spring Leaf Lubricator Co. 118		
Chicago Tubing & Braiding Co. 50	Lalance & Grosjean Mfg. Co. 55	Standard Foundry Co. 17		
O. J. Childs Co. 43	Landers, Frary & Clark 9-99	Standard Mfg. Co. 33		
E. J. Chubbuck Co. 127	Lansing Company 115	Stanley Rule & Level Co. 31		
C. F. Church Mfg. Co. 137	Lawson Mfg. Co. 51	Stanley Works Cover		
Clayton & Lambert 141-143	Lebanon Machine Co. 34	Star Heel Plate Co. 122		
Coleman Lamp Co. 42	Lee Broom & Duster Co. 43	Starrett, L. S. & Co. 3		
Colt's Patent Firearms Co. 47	Indemann, O. & Co. 42	Staybestos Mfg. Co. 130		
Columbian Rope Co. 40	R. E. Lucas 46	Edwin B. Stimpson Co. 56		
Common Sense Mfg. Co. Cover	Lufkin Rule Co. 65	Strevell Patterson Hardware Co. 57		
Connors, Wm., Paint Co. 48		Stuber & Kuck 43		
Continental Co. 55	M	Superior Mfg. Co. 17		
H. C. Cook Co. 47	Maine Mfg. Co. 54	Superior Spring Hinge Co. 36		
Coosa Pipe & Foundry Co. 17	H. C. Marsh Co. 32	Jas. Swan Co. 35		
Corbin Screw Corporation 121	McCaffrey File Co. 37			
P. & F. Corbin 15	McKinney Mfg. Co. 31	T		
Covert Mfg. Co. 50	Medina Foundry Co. 17	Thomas Savill's Sons 137		
Crescent Tool Co. 144	Meriden Britannia Co. 22	Thomson-Diggs Co. 45		
Crown Pipe & Foundry Co. 17	Meyers Mfg. Co., Fred J. 57	Thompson Mfg. Co. 48		
Culter & Proctor Stove Co. 55	Minier Gas Heater Co. 57	Trimont Mfg. Co. 143		
Curtis Pneu. Machinery Co. 124	Monamobile Oil Co. 121	Triner Scale Mfg. Co. 50		
	Montauk Paint Mfg. Co. 101	Tritch Hardware Co. 59		
	Motor Car Supply Co. 119	Turner Brass Works 141		
	Frank Mossberg Co. 119			
	Mound Tool Co. 117	U		
		Union Foundry Co. 17		
	N	Union Hardware & Metal Co. 60		
	National Cash Register Co. 21	Universal Caster & Foundry Co. 64		
	National Foundry Co. 17	U. S. Steel Products Co. 14		
	National Pipe & Foundry Co. 17	U. S. Tire Co. 105		
	New Haven Clock Co. 56			
	New York Stamping Co. 24	V		
	C. S. Norcross & Sons 42	Vaughan & Bushnell 37		
	North Bros. Mfg. Co. 33			
	Northern Refrigerator Co. 62	W		
	Nu-Sink Co. 47	R. M. Wade & Co. 30		
		Wagner Mfg. Co. 51		
	O	Weed Chain Tire Grip Co. 109		
	Ontario Knife Co. 52	Weiskittel & Son Co. 17		
	Onward Mfg. Co. 47	Wells Bros. Co. 141		
	Orona Mfg. Co. 65	Western Agencies Co. 127		
		H. Wetter Mfg. Co. 17		
		Wheeling Corrugating Co. 27		
		Whittaker-Glessner Co. 27		
		Whitton Hardware Co. 61		
		A. Wilhelm Co. 103		
		Will's Sprinkler Co. 44		
		J. H. Williams Co. 41		
		Wrought Washer Mfg. Co. 37		
E	Eagle Woodenware Mfg. Co. 40			
Eclipse Mfg. Co. 113				
Elastic Tap Co. 23	P			
Enterprise Mfg. Co. 25	Pacific Hdw. & Steel Co. 66			
Excelsior Bag & Mfg. Co. 43	Pacific Sanitary Mfg. Co. 30			
	Packham Crimper Co. 57			
	Parker Wire Goods Co. 43			

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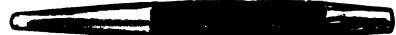
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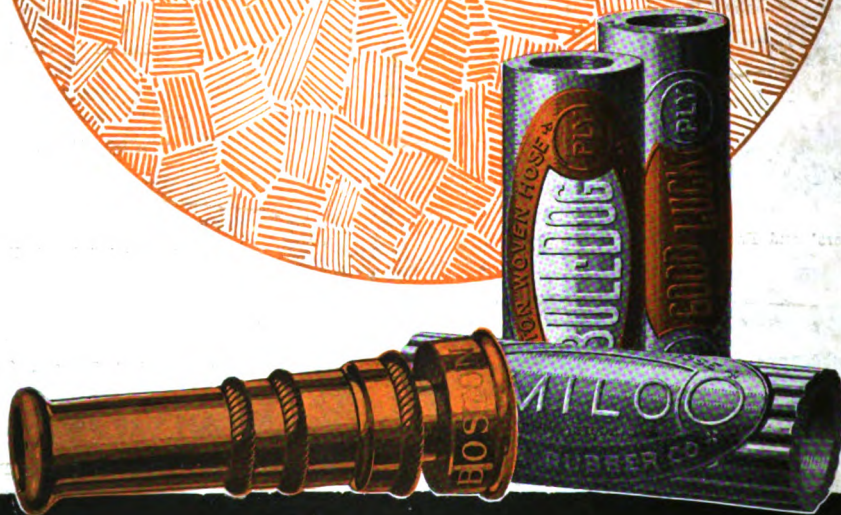
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